



The Beaver

No. 1

OUTFIT 258

June 1927

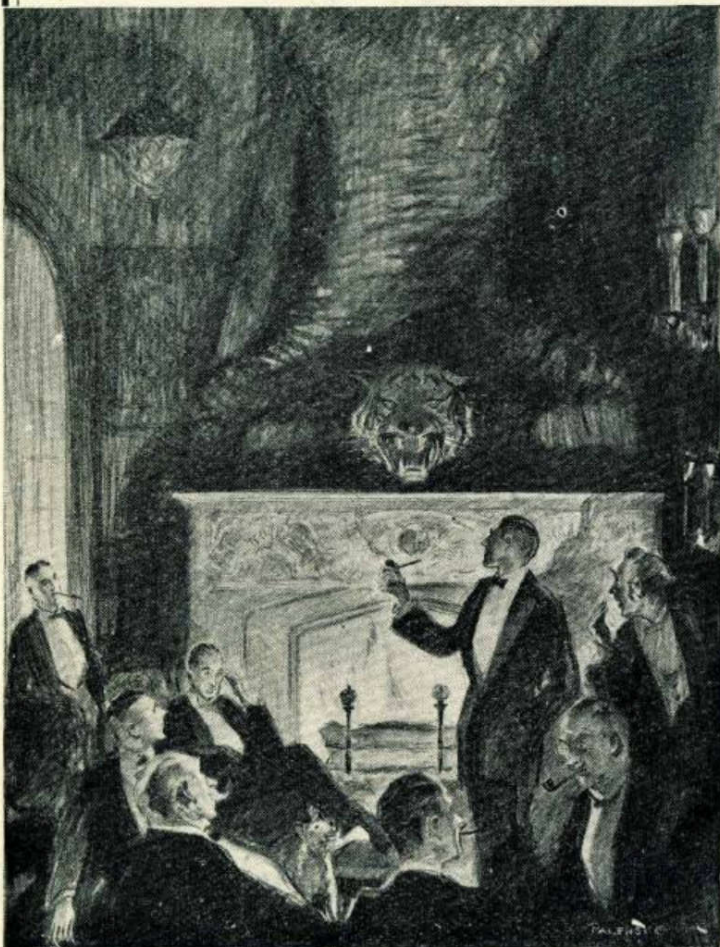


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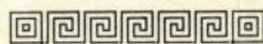


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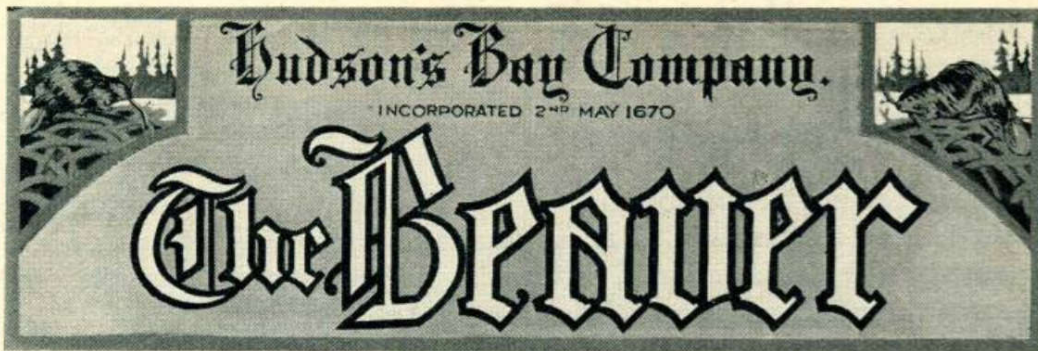
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OUTFIT 258

JUNE 1927

Man's Working Day

LIFE in this world is man's working day. Economists insist on the value of work, but moralists are equally emphatic in their declarations about its beneficent necessity. Every one recognizes that idle people, whether idle rich or idle poor, are useless to themselves and to others. They take no count of time, except when it punishes them with the sense of ennui or disgust. The worth of life is not measured by time but by the work we do, and the purpose which we have in view as we do it. In more senses than one a man must work for his livelihood. If it is imposed upon most of us by the necessity of securing food and maintenance for ourselves and our families, it is equally necessary for the full development of those spiritual powers which give their special dignity to our manhood. Work is not merely a social necessity: it is a means of grace without which we must be morally and spiritually bankrupt: it is the supreme opportunity of our time in the world.

Work which does not tend to the development of the whole man is a servile task, whatever rewards it may bring with it. It is frequently regarded as an unwelcome imposition which a man must needs accept as a salutary discipline. The old view that it is a burden incurred by man's sin is evidence that he does not naturally welcome it. Even if we hesitate to endorse the statement that he is naturally lazy, there can be no doubt that he does not work truly unless he puts himself under discipline. Some men, when they speak of work, habitually call it labour. There is, however, a world of difference between them. Work is action undertaken freely with a view to disciplined service rendered to others. Labour is the unwelcome toil of one who is only conscious of the restrictions it imposes on his desires and sees no purpose beyond itself. Work is a free man's response to opportunity of service. Labour is the slaves' task done by sheer compulsion. Conditions which make work nothing but labour cannot be justified, but man has in himself powers which may make the meanest

drudgery the work of a noble ministry with joy to himself and benefit to others.

True work must have its spaces of rest, for they are as purposeful and as productive as the days of strenuous and unremitting effort. If we cannot share the satisfaction of rest unless we feel the stress of work, it is also true that we cannot know the satisfaction of work without rest. The two must go together. But work itself is not all bustle: it has its spaces of quietness. The artist must stand away from his picture not only to see it in its true perspective and to note what remains to be done, remedied, or developed, but to recall his ideal and all that he would attain in his work. So in our life's work there must be leisure, to see the true worth of what we are doing and to reflect how we may make it more worthy of our purpose. This law of work and rest is manifested in the ancient story of creation. The danger that confronts most of us to-day is absorption in effort which has no relation to true work. Everywhere we hear of men who are overworked, and few of us do not declare that we are constantly busy. But it is necessary to ask whether our fussiness is really work. Work is incompatible with the feverish activity which destroys deliberation and robs a man of the sense of proportion.

Man's chief dignity lies in the fact that he is called to be God's fellow-worker. Our life's work is His work. He directs the processes of Nature, but man must work with Him to secure food and clothing and all that makes for his material well-being. God also provides that spiritual life which is His own life within the soul, but men must work out their own salvation. True work is not merely the effort of a free man, it has a divine quality which gives it permanence in the service of truth and goodness. A young modern artist, whose brilliant genius disregarded the sanctities of life, in his death's agony implored his friend to destroy his drawings lest they should corrupt those who saw them. It was not work that was destroyed, but degrading, purposeless, and unprofitable play.

As the working day of life comes to its end the true and diligent worker finds that his old powers of concentration and effort are slipping from him. He is no longer able to bear the stress and rush of the world, and the sense of ineffectiveness may trouble him. But the true worker has his compensations as he finds new energies of experience and character by which he can work even more effectively than in the days of his most eager activity. Among the world's truest workers are men and women who by the quiet yet resistless energies of faith are steadily building the City of God in the world. Old, weak, and suffering, their life's working day may be coming to its close, but their skill in the service of truth, purity, and righteousness increases, and their time in its last moments is dignified by a new and higher work for their fellows, while it becomes for themselves a special preparation for that rest which remaineth to the people of God.
—*London Times*.



The best way to get rid of a duty is simply to discharge it.

Sir George Etienne Cartier, Bart.

(1814-1873)



OUR cover picture is appropriate to the great occasion so near at hand, the Diamond Jubilee of Canada's confederation, of which George Etienne Cartier was an illustrious father. The monument depicted by us is situated on the northeast corner of the Provincial Parliament grounds, Broadway, Winnipeg. It was presented to the people of Manitoba through the committee in Quebec in charge of the centennial celebrations of the birth of Cartier and is a replica of the one erected at St. Antoine, in the county of Verchères, Quebec, where this famous statesman was born on September 6, 1814.

The words engraved on the monument were delivered by him during the second reading of the bill for the creation of the Province of Manitoba during the session of 1871, the presentation of which devolved upon him.

"The name of the new province will be Manitoba, a very euphonious word meaning: *The God that speaks*. Well, let Canada's latest addition always speak to the inhabitants of the North-West the language of reason, truth and justice."

George Etienne Cartier became a member of the legal profession and took his seat for the first time in the house of assembly in 1849 as representative for Verchères.

A member of the cabinet in 1855, he became closely associated with John A. Macdonald.

From 1858 to 1862 he was premier of Canada as it was before confederation.

While federation schemes had been mooted from time to time by various public men, Cartier, in 1858, when premier, placed the following announcement in the speech from the throne:

"I propose, in the course of the recess, to communicate with Her Majesty's government and with the governments of the sister colonies on another matter of very great importance. I am desirous of inviting them to discuss with us the principles upon which a bond of a federal character, uniting the provinces of North America, may perhaps hereafter be practicable."

The Honourable Sir George Etienne Cartier, Bart., and the Honourable William McDougall, C.B., were appointed in 1868 by the Canadian government to represent it in the negotiations which the British government was conducting with the Hudson's Bay Company regarding the terms of the proposed transfer to the Crown. This deed of surrender was executed by the Company on the 19th of November, 1869. It cleared the way for a greater confederation, extending from the Atlantic to the Pacific, and it marked a new era in the history of Canada.

Sir George Cartier died in London, England, in 1873.

Camping in Canada

By DR. E. VOORHIS, Ottawa

*"On every side,
A grim mysterious presence, vast and old,
The forest stretches leagues on leagues away,
With lonely rivers running dark and cold."
—Lampman.*

FORTUNATELY for the inhabitants of the cities of Canada and the United States, nature has bounteously provided an immense pleasure-ground in the lake-land, forests and rivers—all within easy access. In these silent places in Canada the ways of nature are undisturbed, peace and beauty reign supreme, and the life of the wilderness pursues its unbroken course through the ages. Unlimited choice is offered of innumerable sites for camp, from the lakelet hidden deep within the forest to the large expanse of water dotted with a thousand tree-covered islands. And there are the rivers flowing for many hundred miles through the forest, now expanding into lakes, now dashing through narrow confines in rapids and falls. These Canadian lakes are noted for that transparent water, deep and cold, in which the silver-grey and red trout, the gamey bass, the pickerel and dore naturally thrive.

To him who feels the attraction of forest and lake, the exhilarating atmosphere perfumed by pine and balsam, the inviting sense of freedom, camping offers unequalled charms.

Camping may be of two varieties, the permanent camp and the shifting camp. The permanent camp attracts those who desire a season of rest in the solitude and quiet of primeval forest, where, encamped on the shore of a beautiful lake or on an island, a sandy beach within a few rods of the tent, one may relax from the strain of city life. A hammock swung between the towering pine trees, the atmosphere filled with the sweet scent of pines and spruces, a wonderful view of blue waters bordered by lofty

cliffs and forested heights, a sky of deepest blue with floating clouds of purest white, the air resonant with songs of birds—what better ideal of peace could one desire? And such rich and gamey fish await the angler: red salmon-trout, speckled trout, the gamey black bass, pickerel and pike, all in abundance and within easy reach of camp. For exercise and pleasure combined there is the canoe or skiff and a most delightful



sail over the rippling waters. This variety of camp-life appeals especially to the man who wishes to take his family for a summer's outing to safe waters, where bathing, fishing and boating may be had at moderate cost.

The shifting camp attracts the young man who, with a companion or two, desires to try his muscle, to explore new lakes and rivers through a forest-clad region, perhaps to feel the thrill of running rapids, and to visit daily changing scenes.

Only he who has ventured through the forest depths understands the supreme enjoyment that awaits the hardy canoeist. All day long he travels through ever changing scenes and as twilight approaches pitches his tent upon some open shore and enjoys that rest of mind and body which is the reward of honest toil. Care-free they gather round the camp-fire as the darkness deepens and relate incidents of the day's experience, laying plans for the morrow's venture, while silently the moon rises above the heights and sends its silver rays across the dark waters.

The professional naturalist, the casual student, or the simpler observer of nature's phenomena, will find an inexhaustible field of delightful study in the pleasure grounds of Canada. The habits of forest-dwelling animals are of interest to others, and many surprises await the cautious observer. In some stream he may unexpectedly encounter a beaver-dam and witness the astonishing labours of those intelligent animals and find their partly submerged houses. Or on the side of a steep river bank he may perchance see an otterslide, the playground of that sportive animal. Not infrequently will he encounter a deer or moose, and even hear (though he may not see) the baying wolf.

But of all the forest treasures perhaps he will find most enjoyment in the songs of the birds. One who has heard in the dusk of evening the plaintive, strangely beautiful song of the olive-black thrush and the hermit thrush will travel far to hear them again. The songs of the winter wren and the ruby-crowned kinglet resound through the forest in wondrous beauty. The song-sparrow will greet you with cheerful welcome as you approach his island home, the sociable nuthatch will entertain you wherever you stop for lunch, the white-throat sparrow in the early morn will awaken you with his long-drawn "Canada, Canada," and the blue jay will follow you for long distances heralding his warning note. Perhaps the "whiskey-jack," or Canada jay, will visit your camp and receive your contribution. That great mysterious bird, the loon, with its strange cries and its burden of Indian legend, will bring you food for thought and wonder. Nowhere but in the Canadian forest-land will be found such a host of singing birds in the summer months.





Mission and Manager's House at Hebron. S.S. Bayrupert in Background

Unitas Fratrum, the Moravian Mission, of Labrador

THE Hudson's Bay Company has recently obtained a twenty-one-years lease from the Moravian Mission (also known as the Unitas Fratrum, or Church of the United Brethren) of five settlements on the coast of Labrador, Nain, Okak, Hopedale, Hebron and Makkovik.

In the year 1750, a pious sailor, John Christian Ehrhardt by name, who was a member of the Brethrens' Church and had already previously visited Greenland in 1749 in connection with missionary work, proposed to commence a mission among the Eskimos in Labrador. This proposal was taken up, and on the 17th May, 1752, Ehrhardt and four brethren set sail from London in the ship *Hope* (which had been chartered for the voyage). Proceeding up the coast of Labrador, they met the first Eskimos, a company of five men in their kayaks, on the 29th July, 1752.

On July 31st, a fine sheltered bay was reached, situated in north latitude $55^{\circ} 30'$, with wooded shores, where the party landed, and after selecting a suitable site, put up their small block house, which they had taken out with them from England, and called the spot Hopedale.

Ehrhardt then bade farewell to the brethren, and, continuing his journey up the coast, fell in with a further company of natives on the 13th of September. He went ashore with the captain and five of the crew in a boat full of articles for barter. After waiting off the shore for several days without any signs of the party, the ship returned to Hopedale with the sad tidings that their associates were no more.

No further attempt was made to establish a mission in Labrador until 1764, when Jens Haven, a carpenter, obtained permission to sail with the fleet to St. Johns, Newfoundland, whence he obtained a passage to the coast of Labrador, reaching Chateau Bay in north latitude 52° in the latter part of August. Here, greeting them in the Greenland dialect, he established a friendly intercourse with the natives. His hope

of getting further up the coast was, however, not fulfilled, as the crew were bent on returning to Newfoundland. Arriving here on September 27th, he was able to report favourably to the commodore, who assisted him to a passage back to England.

Jens Haven was instructed to undertake a second journey in 1765. The party again crossed the Atlantic with the British Fleet to St. Johns, whence they were forwarded in the *Niger*, a man-of-war, as far as Pitt's Harbour, near Chateau Bay. Haven and Drachart spent this time in England at the Moravian Settlement of Fulneck in Yorkshire, where they had the satisfaction of seeing the first Eskimos from Labrador baptised. They were three natives whom Sir Hugh Palliser, Governor of Newfoundland, had brought with him from Labrador in 1769; viz., Mikak (with her little son, six years old), whose husband had been killed in a fight with English traders, and a youth of fifteen called Karpik. Eventually, after four years, by an order in council granted by His Majesty King George III, and dated 3rd May, 1769, a block of land containing 100,000 acres to be selected in the vicinity of Eskimo Bay was granted to the Unitas Fratrum and the Society for the Furtherance of the Gospel for the purposes of establishing a missionary settlement.

Haven, Drachart, and fourteen others formed the crew of the first missionary ship, viz., the *Jersey Packet*, sent out from London to Labrador in 1770, under command of Captain Thomas Mugford. The Eskimos were again most friendly, being especially delighted to see their "little Jens," as they called him. The ship subsequently sailed on towards Eskimo Bay, and finally a suitable place for a station was selected on Nunengoak Bay, which afforded the advantage of a fair harbour, and the anchor was cast. On August 6th, 1770, the ground was taken possession of by placing four boundary stones on which was carved the name of "George III, King of Great Britain, France and Ireland." Two days later, the ship left for home, reaching London November 16th.

In the spring of 1771, a larger ship, the *Amity*, was purchased and, under the direction of Drachart and Jens Haven, proceeded to Labrador loaded with materials for the building of the new settlement. The selected spot, which was called Unity's Harbour, lay in north latitude $56^{\circ} 55'$, west longitude 62° , thirty miles north of Eskimo Bay, and was reached after a passage between numerous rocky islands extending for about the same distance out to sea. On July 10th, 1771, the company landed, and Drachart, dedicating the place to the Lord, gave it the name of "Nain." By the end of September, the building of the mission house was so far advanced as to admit of two rooms being occupied.



Makkovik from Harbour

By an order in council dated 9th March, 1774, the brethren were permitted to occupy a further 100,000 acres of land to the northward of Nain, on which to form a settlement, and also 100,000 acres to the southward of Nain for the same purpose.

A suitable spot was found for the second station on an island in the Bay of Okak (English—*tongue*), lying about one hundred and fifty miles to the north of Nain, north latitude $58^{\circ} 20'$. In the summer (1776), Jens Haven and three other brethren went to commence the work at Okak, and by October they were able to take up their residence.

In the meantime, the baptism of the first convert, an Eskimo named Kinminguse, had taken place at Nain on February 19th, 1776.

The missionaries decided also to occupy the land granted to them by the order in council of March 9th, 1774, to the southward of Nain. They fixed on a spot at Avertok, where the first attempt had been made in 1752, about one hundred and fifty miles from Nain in north latitude $55^{\circ} 30'$. Here, in the year 1782, they established the third settlement, known as Hopedale.

Drachart had previously died at Nain, in 1778, and Haven retired in 1784, dying in England on April 16th, 1796, in his seventy-second year.

In the early part of the nineteenth century, it was resolved to establish a fourth station to the north of Okak. By an order in council issued by His Royal Highness The Prince Regent, dated 13th May, 1818, the brethren were permitted to form a settlement "on the Eastern Coast of Labrador, and to occupy that part of the Coast to the North of Okak, comprising the Bays Kangertuksoak and Saegleck and reaching to the 59th Degree of North Latitude." At length, in the year 1828, a log house was erected at a suitable spot about one hundred miles north of Okak, in north latitude $58^{\circ} 36'$. It was accessible from Okak both by land and water, and had the advantage of a good landing place. The new station on the Kangertuksoak Bay was named Hebron.

By a grant from His Majesty King Edward VII, dated 10th July, 1903, the brethren further acquired in perpetuity "all that piece and parcel of land situate and being at Flounders Bight, Makkovik Bay, Labrador, abutted and bounded as follows: That is to say, by a line commencing at a point on the shore forty chains west of the western head of Flounders Bight aforesaid, running thence by the shore to a point forty chains east of the eastern head of Flounders Bight aforesaid, and extending back from the shore to a width of thirty-two chains." As the fee for this grant, they were required to pay the sum of one dollar at the time of the ensealing and delivery thereof. On the land thus granted was established the settlement of Makkovik.

The Moravian mission was originally established by Nicholas Louis, Count Zinzendorf, about the year 1727, who formed a settlement called Herrnhut on his estate of Berthelsdorf, ten miles from the Bohemian frontier, for the benefit of the persecuted Protestants from Moravia.

These Moravians he employed as the first missionaries.

Canada's Problem—New Settlers

By E. H. GAMBLE

Manager Hudson's Bay Company Overseas Settlement Limited, Winnipeg

THERE are many Canadians who readily proclaim that the supreme need of Canada is a larger population. When it comes to the solution of the problem of supplying population, it is not an easy matter to find ways and means. Canada's sparsely populated areas must be developed through intelligent immigration, which calls for a thorough-going plan. This would help to solve our present railroad problem. Our country has 40,000 miles of railroads, of which 22,000 are owned by the people of Canada. Miles of these roads pass through thinly settled districts from which no local tonnage is obtained. Settlement would increase tonnage, and increase of population through immigration would increase Canada's wealth and play an important part in lowering taxation.

The Hudson's Bay Company Overseas Settlement Limited has been formed with the object of peopling these vacant lands with settlers of good British stock, a considerable number of whom have arrived this spring and been satisfactorily placed with farmers in Western Canada. Many letters have been received from various farmers expressing their appreciation of the Company's assistance in filling their applications for farm help.

The first few months in new surroundings are critical ones for new settlers, whether families on farms or individuals obtaining experience by hiring out with farmers before engaging in farming on their own account. The newcomer sometimes finds it difficult to adapt himself to the ways of a farmer to whom he is first sent, in which case it is necessary for him to find employment elsewhere. This condition is a natural one, and the Company, occasionally, has been obliged to place a man two or three times before he becomes happily settled. Experience has shown that when a Britisher settles down in earnest, no one can make a bigger success than he, but success on the land requires hard work, close application and thrift.

An important part of the work of the Hudson's Bay Company Overseas Settlement Limited is the securing of the interest and co-operation of various organizations to assist in welcoming these newcomers. The introduction of the newcomers to adherents of their own church is one of the most effective ways of making them feel that all the old ties of home have not been broken, but simply extended to a new and friendly land.

Canada is pre-eminently an agricultural country whose vast resources offer unlimited opportunities to the young man with ambition, to the man with a family who desires to attain independence and a chance for his children under healthy conditions, and to the young woman who will accept domestic service so as to become a helpmate to the young Canadian who is building a career and a home for himself. Canada must fulfil her destiny as a nation within the British Empire by developing more rapidly in the future, and only by immigration on a large scale can she do it.

The Stone Hammock

By DR. JOHN MACLEAN

IN shady nooks, deep canyons and valleys of the mountains, and in quiet retreats on the outskirts of beautiful lakes, tales of wonder lie hidden in the rock inscriptions and picture writing of the Indians on the American continent.

The Cree Indians have left their documents in picture writing on trees, birch-bark records and hides of animals; the Blackfeet and Sioux have written legend and history in personal and tribal stories in the drawings on the inner side of buffalo robes, while the outside of the lodge, with its crude pictures, tells the personal exploits of the owner; the stone cairns on the prairie mark the spots where native heroes died, or the sites of victorious battles, and the stone effigies reveal the totems of the tribe. On smooth cliffs of Rainy River, Thunder Bay, and Lake Superior, the Ojibways and their ancestors, with sharp-edged stones, have etched figures of animals, and have painted with native colours something of their history and religious belief, while the Indians on the Pacific coast and inland lakes and rivers have told strange tales in their unique paintings on rocks.

Some of the native tribes have passed through stages of culture, as seen in their stone monuments. Mysticism and superstition are strangely blended in the Plighting Stane O'Lairg, now in Toronto, reminiscent of the days of the Druids in Great Britain, where, in its ancient home in Sutherlandshire, Scotland, thousands of lovers plighted their troth by grasping hands through the hole in the centre of the stone.

The folk lore of the Ottawas has preserved for us the beautiful legend of the White Stone Canoe, and the Islands of the Blessed, a sweet and tender story of the immortal life worthy of a place beside Wordsworth's Ode to Immortality and Tennyson's In Memoriam, and this appears in another form in the pathetic legend of Qu'Appelle in the Canadian West. Beautiful and poetic are the legends which tell us that the earliest race of men were white sons, leading "a white life beyond the dawn," and the four mythical civilizers of Peru emerged from a cave called the Lodgings of the Dawn, while hidden within these gropings of the human heart are yearnings after nobler conditions of existence, protests against acquiescence in the evil of the world as the universal order, and the law of the world, and disagreement between what man is, what he feels he should be, and what he must be, a great idea and hope common to all tribes and peoples in every age of the world, and not forgotten or extinguished in the hearts of the Red Men, though falsely named by some as "the untutored savage."

In that ancient city of Copan in Central America, the poetic imagination of the natives described in glowing colours the great circus, the

temple, the pyramids, and, above all, the swinging hammock of stone. In the year 1700, the great circus of Copan remained entire, having stone pyramids well constructed, about six yards high, surrounding the circular space. At their base were male and female figures of excellent sculpture which still retained the colours with which they had been enamelled, and all of them were habited in Castillian costume. In the middle of this area, elevated above a flight of steps, was the place of sacrifice. Fuentes, the historian, says that a short distance from the circus was a portal of stone, on the columns of which were figures of men in Spanish dress, with hose, ruff around the neck, sword, cap and short cloak. On entering the gateway, there were two fine stone pyramids, moderately large and lofty, from which was suspended a stone hammock containing two human figures, male and female, clothed in Indian style. Large though it was, there was no appearance of the parts being joined together, but rather that it had been made from one solid stone, and, although of enormous weight, it was put in motion by the slightest touch of the hand. Not far from the stone hammock was the cave of Tibulca, resembling an immense temple, hollowed out of the base of a hill, adorned with columns having bases, pedestals, capitals and crowns, all accurately adjusted according to the principles of architecture, and at the sides were numerous windows faced with exquisitely wrought stone. The padre at Gualan told Stephens, the explorer of Yucatan, that he had seen the swinging stone hammock, and an Indian remembered having heard his grandfather speak of it.

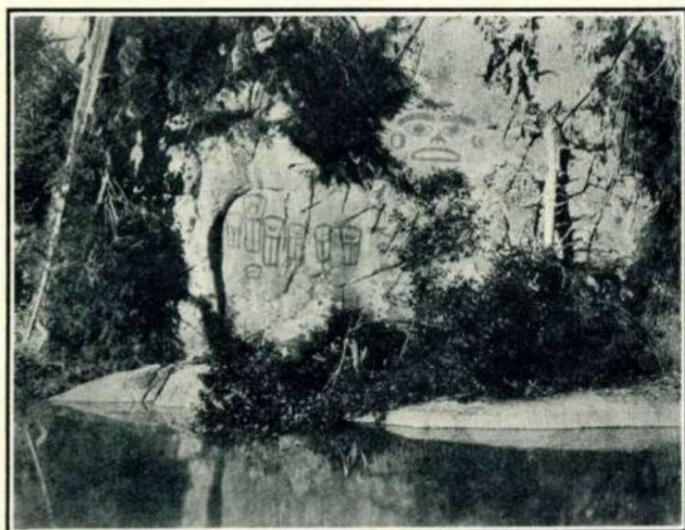
Stone relics as freaks of nature are quite common on the western prairies, one of which made a deep impression on my mind on blustery days. On the east side of the old North Trail beyond Sheep Creek—now called Okotoks, a corrupt form of Ochkotokists, meaning, in the Blackfoot language, *rocks*, and referring to the big boulders in the water at the ford—there stood on a knoll a large stone of several tons weight resembling a boy's spinning top, accurately poised but so large and apparently insecure that the traveller was likely to become uneasy as he passed it, lest a wild gust of wind would cause it to topple from its pedestal and endanger his life. A similiar topple stone resembling a spinning top was perched on a rock on a hill I saw some years ago outside of Halifax, Nova Scotia, and no doubt these are numerous on the Western Continent, but I mention only those which I have seen and qualify my observations by the use of the past tense, as they seem to stand in such a precarious situation that they might fall at any time through sudden and severe changes in the weather; though they must have stood there for centuries, unchanged through the passing years, silent as the sphinx, with no solution to the riddle. These are among the quaint things at our back door, inspiring to the student, a puzzle to the tourist and the unread, and a silent testimony of the unspoken centuries when this new world was old, with no historian to recount the stories in the wonder ages of our home.

Pictograph on the Lower Skeena

By HARLAN I. SMITH, Victoria Memorial Museum, Ottawa, Ontario



PICTOGRAPH, probably unique in being visible from passing railroad trains, may be seen about a mile and a half east of Tyee on the north side of the Skeena river in British Columbia, about twenty-eight miles from Prince Rupert. On June 5, 1925, I discovered this pictograph from a passing train.



Pictograph on Lower Skeena River. (Courtesy of Department of Mines)

The pictograph is approximately ten feet long and comprises eight figures. It represents six complete "coppers," the upper part of a seventh "copper" and a face resembling a human being's, although it may possibly be that of a mythical character. The "coppers" are drawn in red, apparently the same shade as most other pictographs in British Columbia, while the face is in brown or purplish brown, the only pictograph I recall of this colour. The six "coppers" are in a row, the incomplete one being below the second of these from the left. The face is above and to the right of the "coppers."

"Coppers" are unique shield-like objects made of sheet copper and highly regarded as symbols of wealth or distinction. Their origin, as well as that of their unique form and use, is still a mystery. The upper part is frequently ornamented with designs representing mythical creatures, as is sometimes the lower portion. Some specimens are fully three feet in length. Formerly the Indians of this area obtained copper from the valley of Copper River and elsewhere, but during recent years they have secured it from the white man.

The antiquity of this pictograph is unknown to us. A number of white people and a few Indians of the vicinity were consulted in regard to this, but those that knew the pictograph said it had been made long ago and that they had no knowledge of who made it or what it meant. However, it is quite likely that there may be some Indian still living who knows when it was made and all about it. The knowledge of its meaning among Indians of this region is likely to be a family secret.

The Strange North

By CHRIS. HARDING, Manager Nelson River District

DURING my wanderings in the northland of Canada, I have seen and heard some strange things. The Eskimos, for instance, believe that their medicine men have supernatural powers, even to the extent of being able to fly. One time I questioned an intelligent Eskimo by the name of Chicksey Gallic, who could speak English. "Chicksey, do you believe that Kabloolik (medicine man) can fly?" "Yes," said Chicksey. "Did you ever see him fly?" "Yes." "Did you see him fly with your eyes?" "No," said Chicksey, "but I saw him fly with my ears." It would seem these people have two ways of seeing.

Whilst out deer-hunting with some Eskimos, we saw a band of deer in the distance. I was, of course, keen to approach. The Eskimo told me that the deer would see us. I remonstrated, "How can those deer see us when we can hardly see them." They told me that the caribou do not see far with their eyes, but that they do with their feet; that the slightest noise is carried over the snow to them and they pick it up, their feet acting like sounding boxes.

An Indian was once asked how far it was to a certain point. He replied, "When the trail is hard and the dogs going good it is ten miles, but when the trail is bad and the dogs are going slow it is twenty miles."

A well-known Arctic traveller got a particle of sand in his eye which he could not get out, and the eye soon became sore and inflamed. Stopping at an Eskimo igloo for the night, an Eskimo woman noticed his trouble and offered to take the sand out. The traveller accepted this offer at once. The process is interesting. The woman searched for and soon found a louse on her person, to which she attached a long hair from her head. She then opened the man's eyelid and dropped the louse and hair onto the ball of the eye. The vermin travelled all over the eyeball with its many feet and soon disturbed the particle of sand, which had got embedded in the eyeball. When the insect was pulled out, the sand had disappeared and the traveller got relief at once.

It is well known in the Arctic regions that in calm and bright weather very strange mirages are seen; objects in the distance are magnified a thousandfold and more; ships in placid water are reflected in the sky. A hunter in the Barren Lands, getting up early one morning and looking out of the tent, saw a musk ox, as he supposed, quite close. He got his gun and shot it. On approaching the animal, it proved to be a mouse. Similarly, polar bears have been shot which turned out to be Arctic hares.



"You cannot run away from a weakness; you must sometime fight it out or perish; and if that be so, why not now, and where you stand?"
R. L. Stevenson.

Alfred, Lord Tennyson

(August 6, 1809—October 6, 1892)

By QUIS SEPARABIT

THIS great, lovable Victorian was a son and grandson of the manse, being the fourth son of Rev. George Clayton Tennyson, LL.D., and Elizabeth Fytche, daughter of Rev. Stephen Fytche, vicar of Louth, Lincolnshire, and rector of Withcall, a small village between Horncastle and Louth. According to the parish registers, the Tennyson family numbered eleven, exclusive of George, who died in infancy. They were all lively and gifted. The rector was a man of superior abilities and attainments, interested in architecture, music, painting and poetry; his wife was a sweet, unselfish woman, rather sensitive; Alfred, Charles, Edward and Frederick were given to verse writing.

Alfred was a pupil of Louth Grammar School from 1816 to 1820. Dr. Tennyson, who was comfortably well off for a country clergyman, then employed private teachers to instruct his boys; but he took upon himself the burden of fitting them for college. There was a fine library in the Tennyson home, and the family fully appreciated its treasures.

Tennyson wrote verse in his early teens. "Poems by Two Brothers," published in 1827 by his elder brother Charles and himself, include lines written by Alfred at the age of sixteen. His long life of over eighty-three years is so closely packed with personal interest, apart from his literary achievements, that it is necessary to give much time to the study of Tennyson to know him thoroughly. His poetry is national rather than universal, as distinctively English as that of the bard of Abbotsford is Scottish; and while he has thousands of admirers who have never seen England, an acquaintance with English scenery and folklore is necessary before one can fully appreciate his poetry. Take his "Northern Farmer": while this ludicrous situation has its counterpart every day in every way in every family in every part of the civilized world, only a person with a knowledge of the local (presumably Durham) dialect could extract all the humour which has been put into that love affair. "Enoch Arden" is the only one of Tennyson's works which has been extensively translated.

In October, 1828, Tennyson entered Trinity College, Cambridge, and in 1829, in his twentieth year, he won the chancellor's gold medal for his poem, "Timbuctoo." The following year his "Poems, Chiefly Lyrical," appeared. More poems followed in 1832. He was severely criticized by the *Quarterly Review* and *Blackwood's Magazine*; and on 15th September, 1833, his dearest earthly friend, Arthur Henry Hallam, a son of the historian, died in Vienna. The shock, coming at a time when he was still smarting from the lash of his critics, would have ended the literary career of one so sensitive, but for the kindly encouragement of many college and distin-

guished friends of his early manhood. It was not till 1842 that he published any more poems. These were in two volumes, and included the finest things in the two earlier books; but they were altered and polished till well-nigh perfect. Their publication made him pre-eminent among English poets. In 1847 appeared "The Princess: a Medley." The year 1850 was notable for his marriage, his appointment as poet laureate, succeeding Wordsworth, and the appearance of his "In Memoriam." In producing this beautiful elegy, Tennyson conferred immortality on his lost friend, Hallam, and gained it also for himself. The "Ode on the Death of the Duke of Wellington," in 1852, was his first national poem since he became laureate. Benjamin Jowett, master of Baliol, and an admirer of Tennyson and of the duke, was moved to tears on hearing this read. Tennyson's fame was now firmly established. He continued to enrich British literature at regular intervals with such gems as "Maud," "Idylls of the King," "The Holy Grail," "Gareth and Lynette," "Becket," "Locksley Hall," and many others.

Carlyle's wife, writing in 1843, calls Tennyson "a very handsome man, and a noble-hearted one, with something of the gypsy in his appearance, which for me is perfectly charming." Mrs. Browning wrote, describing a visit from him when he read "Maud:" "If I had a heart to spare, certainly he could have won mine . . . it was wonderful, tender, beautiful, and he read exquisitely in a voice like an organ, rather music than speech." Sir Norman Lockyer says: "I soon found that he was an enthusiastic astronomer and that few points in the descriptive part of the subject had escaped him. He was therefore often in the observatory." Queen Victoria (1862) describes him as "very peculiar looking, tall, dark, with a fine head, long black flowing hair, and a beard; oddly dressed, but there is no affectation about him." Though he did not seek the seats of the mighty, the greatest intellects and those most highly placed found in Tennyson a centre of attraction, a common meeting ground, great versatility and a responsive nature. Honours, including a pension of £200 and a peerage, were bestowed on him, but they made no difference—vanity was conspicuous by its absence.

His was the fruitful old age which crowns a well-ordered career. Like Burns in one respect, he continued to compose even on his death bed, dictating "The Silent Voices," which was sung at his funeral. In the tranquil evening of a well-spent life, he peacefully passed away, with a perfect understanding between the creature and the Creator, and was buried in Poet's Corner, Westminster Abbey. Before his death, he gave instructions that "Crossing the Bar" should be printed as the epilogue of all his other works. The last stanza reads:

"For though from out our bourne of Time and Place
The flood may bear me far,
I hope to see my Pilot face to face
When I have crossed the bar."

H.B.C. Pioneers

William Sinclair (1766-1818)

ILLIAM Sinclair, who was a native of Harra, in the Orkney Islands, was born about the year 1766. He joined the service of the Hudson's Bay Company in 1792, proceeding in that year to York Factory, where he engaged as a writer.

From about the year 1794 onwards, he was employed as an inland trader from York. Each year he spent the winter in the interior parts of the country, returning to York Factory in the summer. In the winter of 1794-95, he established a post at the Nestoowyans, which apparently became known as York House. In 1795-96, he established and wintered at Wegg's House, and in 1796-97, he built Hulse House, which he maintained during the winter.

In the summer of 1798, he received the following instructions to build Oxford House in a letter from Mr. Joseph Colen, chief at York Fort, dated 5th July, 1798:

"Sir :

"On the return of Mr. Oman and party to Gordon House, Men are to be selected to man four or five canoes and fitted out from the Boats, Cargoes and the Rock Store. You are then to proceed to the head of Trout River, where you are to build a substantial house. The men who accompany you are to assist in the building and, as none will have occasions to leave that place before the 10th of August, will afford you sufficient time to compleat it. Those whose Contracts expire will be early enough at this factory to meet the Ship.

"Three men will be sufficient to reside with you until you have a supply of Men sent from the Factory on the Ships Arrival, when eight men will be appointed to conduct Canoes between the House you are to Build (Oxford House) and Gordon Store, and as they will receive double Trip Money for this Duty will increase their wages considerably. After your House is built, I wish the men employed to collect timber in readiness for the erection of a ston House for Trading Goods, independant of your Dwelling and this Built at a safe distance in case of an accident by fire; these Buildings to be surrounded by Stockadoes the same as those at the Rock Store and so as to secure you from the attack of Indians; the quantity of Goods you will at times have in charge will acquire this Security. I have engaged Indians to hunt for you and Men while Building and during Winter, therefore hope you will be plentifully supplied with provisions. A Stock of English Provisions will be sent to Gordon House by the Fall Boats. Mr. Whitford will be able to afford you supplies in case you stand in need. In short you are to assist each other to the utmost."

It is apparent that considerable progress had been made with building this house by August 9th, 1798, from the following extract from a letter from William Sinclair to Joseph Colen of that date:

"Since the departure of Messrs. Isham and Oman, we have been enabled to carry on the Building with some Alertness. The outside of the House is finished except plastering, the roof is on, and a little done towards finishing the Inside of it. The wood that was collected before my arrival was not cut to equal lengths, which stopped us greatly in building. The length of Oxford House is 42 feet by 24; height of the upper story is 9 feet under the

ridge pole. Considering that the most part of the wood was to raft across a Bay of the Lake and very few sticks nearer to the House than a mile distance that was fit to be roofing stick, I hope, Sir, you will think there is been no time lost since we arrived here."

From this date onwards, William Sinclair was continually in charge of Oxford House, and when, in the year 1810, the Company effected a re-organisation, in accordance with a plan submitted to the Board by Andrew Wedderburn, Esq., for the improvement of the system of trade in Hudson's Bay, by a letter received from the Governor and Committee dated 31st May, 1810, he was appointed chief factor of West Winnipeg Factory and its dependencies, which included Cumberland House, Swan River, Fort Dauphin and Brandon House. He still, however, maintained his headquarters at Oxford House, and was certainly there until 1812.

In the winter of 1812-13, he formed an establishment at Jack Fish River (Norway House). In the autumn of 1814, Mr. Sinclair returned to England by the ship of the year. It was resolved at a committee meeting held on the 10th May, 1815, that Mr. Wm. Sinclair, of York Factory, "may return to Hudson's Bay as a chief trader, but that his post must be determined upon by the Governor in the country."

On the 19th May, 1815, Mr. Sinclair was appointed one of the councilors of Robert Semple, Governor in Chief of Rupert's Land.

On his return to the Bay in the summer of 1815, William Sinclair was again employed as an inland trader from York Factory. In 1815-17, he was in charge of the newly established depot at Knee Lake, being apparently again at Oxford House in 1817.

William Sinclair is described in 1797 as "a good trader, a steady man and beloved by the natives." In 1800, he is thus described: "One of the most active men in the Company's service."



Burial Place of Chief Factor William Sinclair at York Factory, with Thomas Sinclair, Great-great Grandson of William Sinclair, alongside.

An entry in the Oxford House journal, dated 1st February, 1818, contains the following statement:

"Am sorry to hear that Mr. Sinclair is in such a bad state of health. He being much afflicted with the dropsy."

William Sinclair died on April 20, 1818, and the following extract from Isaac Cowie's "The Company of Adventures" is of interest:

"Across 'Schooner Creek,' where the schooner was laid up for the winter, was the old Indian graveyard, upon which the Hayes river was encroaching and eating away the banks, while outside of that enclosure, within iron railings set on stone, arose the tombstone of an old governor of York Factory before the union of the North-West and Hudson's Bay companies. The inscription reads: 'Sacred to the memory of William Sinclair, Esquire, chief factor, honourable Hudson's Bay Company's service, who died 20th April, 1818, aged 52 years. Behold Thou hast made mine years as an handbreath, and my age is as nothing before Thee. Verily, every man at his best estate is altogether vanity. Erected as a token of affection by his son.'

"This old Governor Sinclair is said to have descended from the old earls of Orkney. He left a numerous family of sons and daughters, who married and intermarried with other Hudson's Bay Company's officers and others throughout the territories, Canada and Columbia; so that, go where one may in all these regions, the ubiquitous descendants of his family may be found, many occupying leading and influential positions. Generation after generation of his descendants have served the Company with 'courage and fidelity' till the present day.

"The son who raised the monument was another chief factor, William Sinclair, whose grandson, John George McTavish Christie (son of Inspecting Chief Factor William J. Christie, and grandson of Governor Alexander Christie, of Assiniboia), is assistant to the fur trade commissioner of the Hudson's Bay Company in Winnipeg today.

The ramifications of old Governor Sinclair's descendants are wide and varied, but the one who attained the greatest public eminence was his grandson, the late Sir Edward Clouston, Bart., of the Bank of Montreal."

Beneficiaries under the will of William Sinclair were: His sons William, John, James, Thomas and Colin, and his daughters Phoebe, Catherine, Jane, Ann and Mary; also his wife Nahoway, mother of all these, his brother Thomas, and his sisters Ann and Mary. Personal bequests were also left to his brother Thomas, his friends Thomas Bunn, W. H. Cook, Josiah Cook, Alex. Kennedy, James Swain, Magd. Kendall, and James Kirkness. Instructions were contained in his will that all private papers of every description were to be destroyed except those relative to monies.



Back Numbers of "The Beaver"

The following back numbers of *The Beaver* are desired: Vol. 1, No. 1, October 1920; Vol. 1, No. 8, May 1921. We will pay fifty cents a copy for the first six of each of these issues received at the office of *The Beaver*, Hudson's Bay Company, 93 Main Street, Winnipeg, Manitoba.

Nero Was Nearsighted

By A. J. ALEXANDER, H.B.C., Victoria, B.C.

EYESIGHT troubles are not of recent origin, for tradition has it that our friend Nero was extremely nearsighted. Not having an optometrist close at hand to attend his eyeglass wants, he secured keener distant vision by looking through a large emerald of peculiar shape. However, some authorities claim this to be a fake story and that Nero simply used the emerald as a mirror by gazing at the reflection therein, getting a subdued image of the horrors of the amphitheater.

As far as is known, the first lenses worn as spectacles was in the year 1285, when the famous philosopher, Roger Bacon, speaks of glasses which made small letters to appear large. This was probably the common type of glasses later found in five-and-ten-cent stores, now practically extinct. In the thirteenth century glasses became well known in the Netherlands.

The credit of the discovery of spectacles is usually given to one of two Italians, who were friends, Armati and Spina. Armati, a nobleman, died in the year 1317, and on his tombstone were these words, "Here Lies Salvino Armati, of Florence, the inventor of spectacles. May God forgive his sins. He died Anno Domini, 1317."

The dictionary of the Academy of Florence (1729) contains, under the subject "Spectacles," the following: "Rivalto, a monk of Pisa, in a sermon delivered February 23, 1305, made the following statement: "It is not twenty years since the art on earth was discovered. I myself have seen and conversed with the man who made them first."

From then on, the use and manufacture of spectacles moved slowly. The making of display frames was developed and glasses were often worn as objects of adornment or as a sign of intelligence.

The first lenses were probably made of rock crystal, and what is probably the oldest lens in existence is one now in a collection in the British Museum, having been found in the ruins of Nineveh, the ancient Assyrian city destroyed by the Babylonians about 600 B.C. To what use ancient people put a lens like this is not clear to scientists. It is a plano-convex lens, about 1½ inches in diameter and about a 4½-inch focus.

The Chinese were probably first in introducing the now famous shell-rimmed glasses. If we pride ourselves on our progress, let us look back a couple of hundred years and we find the Chinese wearing glasses much like ours; true, they were not in the finely finished frame of those we see to-day. Some were supplied with weights attached to strings, which were then hung over the ears, the weights keeping the glasses in position; others were tied around the ears; others still were tied at the back of the head.

Even at the end of the sixteenth century the price of a pair of glasses in European countries was from 100 to 200 kronen, or about \$40 to \$75 in our money.

Advertising

By A. E. DODMAN, Wholesale Department, Montreal



THE object of this article is not to deal with the subject of advertising in its broadest sense, but rather to endeavour to demonstrate briefly the manner in which it may be made the most effective for department store work.

In most stores an advertising manager is employed, upon whom rests the responsibility of planning and the general make up of all advertising for all departments. In many instances the advertising man has not had a merchandise training, and for effective work must depend upon the descriptive matter furnished him by the department staff.

On the other hand, many department people are prone to think that they are not literary people. For that reason, it is a difficult matter for them to write up the features about their merchandise that are necessary to create the desire to purchase, the direct object of all advertising.

This condition is almost universal, and the result is that a great percentage of the day to day advertisements is only partially effective.

The remedy is easily attainable by co-operation and diligent application on the part of the salespeople, combined with forbearance on the part of the advertising manager. Both parties are desirous of obtaining the best results, as it is only by this means that the looked-for increases in sales and mutual ambitions can be attained.

The department staffs are responsible for writing the descriptive matter of their advertisements. If doubtful of their ability to do this effectively, let them imagine that they are talking to a prospective customer over the phone and are telling her why they think it is advantageous for her to buy these particular goods, then write down just what they would tell her, without worrying if the spelling or grammar are absolutely correct; the advertising manager will attend to that part later. They will be surprised at the wonderful flow of the right kind of subject matter which will come to them.

Every piece of merchandise possesses some features that appeal. These features are best known to the salespeople who are handling them day by day. For instance, the girl in the smallwares department knows that nine customers out of ten buying so simple a thing as pins desire a variety that have smooth sharp points, well finished smooth heads that will not hurt the fingers when using them, also a pin that will not bend easily. Likewise, the clothing salesman knows that his patrons want a reliable cloth, proper workmanship and correct attention to the unseen inner details of construction that make the garment satisfactory in wear, combined with which are, of course, the style and value features. One might mention also milady's spring hat, regarding which correctness of colour and exclusiveness of style might be termed the chief points of appeal. And so one might go on, *ad infinitum*, demonstrating that each

item has some special appeal, and that this is common knowledge to the people in the department. It is the duty of those who are entrusted with this part of the work to study the points of appeal in their merchandise and to write these features down as they come to them and as they think they will appeal to the customer. As already stated, the correcting of the phraseology is part of the advertising man's job.

The department heads know what appeals to the customer. The wise advertising manager is aware of this and will encourage the department's descriptive terms, plans for lay-out, *et cetera*, and give to each all the space possible, consistent with the store management's authorization.

The more meaty the news that comes from the departments, the more successful will the advertisements be.

Once the department staffs realize the great power that lies within them to supply the advertising department with live copy and the advertising department co-operates with the proper display, most of the worries regarding anticipated volume and maintained profit will be settled. After all, proper descriptions are a compelling factor in selling goods at profit-bearing prices, and it is weakness only that prompts the cutting of prices to effect sales.



H.B.C. Lands

By Land Department Correspondent

THE area of farming land retained by the Company under the terms of Deed of Surrender in Manitoba, Saskatchewan and Alberta is approximately seven million acres. The Company pays land taxes on all its holdings, and during the past fifteen years has disbursed to towns, villages, cities, municipalities and provincial governments in various forms of land taxation over fifteen million dollars, which represents a goodly contribution towards the development of Western Canada. The Company in this manner has had the satisfaction during the past forty-five years of participating in the remarkable development which has taken place in that period. The prairies now have fine schools, hospitals, ever improving roads, magnificent parliament buildings, land titles offices, etc., etc., all made possible through land taxation.

The first farm land sale made by the Hudson's Bay Company recorded in Winnipeg was a whole section of land (640 acres) to William McKechnie, of Emerson, Manitoba. The entry is dated 4th August, 1879. Conveyance issued January, 1891.

The first sale of Company's Winnipeg lots was 150 feet on northwest corner of Broadway and Main Streets to Canada Pacific Hotel Company, and later deeded to Sir Donald A. Smith, the late Lord Strathcona. It is on this site that the large apartment known as Fort Garry Court now stands.

Pioneer Ships on Pacific Coast

(From Eighteen Hundred to Early Eighties)

By SIR CHARLES PIERS, Bart., Vancouver, B.C.

PART FOUR

THE DRYAD (1828, brig, Captain Davidson), Mr. Snowden notes, was one of the five small sailing vessels, together with the steamer *Beaver*, that the Hudson's Bay Company had engaged in trade along the north Pacific coast during the "thirties" of the last century. In 1833, the *Dryad*, in company with brig *Llama*, conveyed the men and materials from Fort Vancouver and Nisqually to Millbank Sound for the construction of Fort McLoughlin (Bella Bella).

1829. *The Convoy* (schooner, from Boston), Mr. Snowden, in his "History of Washington," states, brought the news to Fort Vancouver of the wrecking of the *William and Anne* in March, 1829, and the seizure of the cargo washed ashore by the Indians from Clatsop village.

1830. *The Eagle*—Captain John Costello Grave. Brig. Walbran notes that the Hudson's Bay Company's brig *Eagle* was on the northwest Pacific coast in 1830 from England.

The Isabella—Captain Ryan. Barque. Lewis & Dryden, in their "Marine History of the Pacific Northwest," note that the barque *Isabella* was stranded on Sand Island and abandoned by her crew.

The Ganymede—Captain Hayne. Ship. The *Ganymede* was chartered by the Hudson's Bay Company, and then purchased by the H.B.C. in 1832. In the entry for March 19th, 1836, of the steamer *Beaver* log is the following reference to the *Ganymede*, "Mr. Heath, chief mate of the *Ganymede*, came on board, also the governor of Fort George," showing that the *Ganymede* was in the Columbia river when the Steamer *Beaver* arrived from England on her first voyage.

1833. *The Llama*—Captain McNeill. Brig. The *Llama* was owned by Bryant & Sturgis, a firm of Boston (U.S.A.) merchants, who in 1830 fitted her out for the fur trade with a cargo of varied assortment of cheap, highly coloured trinkets, such as would attract the fancy of the unsuspecting savages (Charles McCain). For many weeks the *Llama* traversed the great seas, and it was not until 12,000 miles of trackless passage lay astern of the little brig that she landed her captain and crew of fortune seekers. For a time, Captain McNeill traded in rivalry with the Hudson's Bay Company, but in 1833 joined the H.B.Co. Such became the confidence of the Company in Captain McNeill that he soon became one of their leading and most trusted captains, and as such assumed the command of the Company's first steamer *Beaver* on her arrival at Fort Vancouver on the Columbia river. Walbran, in his "B.C. Place Names," says "in 1833, the H.B. Co.'s brig *Llama* of 144 tons, and under the command of Captain

William Mitchell, and accompanied by brig *Dryad*, brought men, stores, material from the Columbia river and Nisqually, for the establishment of Fort McLoughlin" (Bella Bella). In the spring of 1834, Mr. McCain states, word reached Fort Vancouver that a Japanese junk was lying stranded off Cape Flattery and being pillaged by the natives. Captain McNeill at once undertook the dangerous task of rescuing the crew, and sailed to the spot in the *Llama*. He had scarcely reached the wreck, when he was boarded by savages, but being familiar with their tactics, he overpowered them and took a number of prisoners. These he held as hostages until the survivors of the ill-fated craft were handed over to him. There proved to be but three remaining alive. They were taken to Fort Vancouver and shortly sent home via England in one of the Company's ships. The "Daily Journal of Occurrences" kept at Fort Nisqually corroborates this incident, mentioning the arrival of the ship *Llama*, Captain McNeill, from the Columbia on June 9th, 1834, "having on board two Chinese he picked up from the natives near Cape Flattery, where a vessel of that nation had been wrecked not long since. There is one still amongst the Indians, inland, but promise is made of getting the poor fellow on the coast by the time the *Llama* gets there." The "poor fellow" was subsequently picked up, and the three rescued men proved to be Japanese and not Chinese, as stated in error in the "Daily Journal of Occurrences." The rescue of these Japanese opens up an interesting speculation as to the origin of the Coast Indians of the North Pacific, for the castaways had undoubtedly been blown off the coast of Japan by a typhoon and swept across the Pacific by the Japanese current, and, says Mr. Snowden of the Coast Indians: "From their old and strongly diverse languages and very marked mental traits and physical mould it would appear that they came from different parts of the world." Mr. Martin, in his "Hudson's Bay Territories and Vancouver Island," quoting Mr. Greenhow, says the aborigines of the Northwest Archipelago "are universally described as daring and ferocious in the extreme, but possessing greater self-command, by which they conceal their intentions until prepared to act. The history of the fur trade in the North Pacific presents innumerable instances of their cruelty and treachery towards foreigners visiting their coasts, and many vessels have been taken by them and all on board murdered in an instant, without the previous occurrence of anything calculated to excite suspicion." Mr. Greenhow adds, "there is reason for believing these people are cannibals, though it seems probable they only eat their enemies killed in war." The plight of the Japanese castaways therefore can be imagined had not the Hudson's Bay people come to their rescue with such an experienced master in command of the *Llama* as Captain McNeill.



"It is very easy to dodge our responsibilities, but we cannot dodge the consequences of dodging our responsibilities.—*Sir Josiah Stamp*.

Self Expression in Clothes

BY SUZANNE

HAVE you ever wondered why we spend so much time trying to find things that are becoming and fashionable? Think of the many hours devoted to this eternal problem. Why is it so persistent, and yet so fascinating? One simple answer follows: it is our constant striving for self-expression. And clothes give much scope for accentuating this individuality.



Let us get together then, and plan a few tricky little things to make our costumes individual and interesting.

Before we do this, we must remember that the important rules—everything must be youthful in line, becoming in fabric and colour, and serviceable in simplicity—should be held to.

With the coming of summer, we will naturally wish to blend the many flower-like tints. Instead of buying a monotoned costume, we must choose a filmy chiffon in many gradations of colour, or combine it with a patterned chiffon. The effect will emphasize the trend towards subtlety.

Nothing can excel the white two-piece sports dress.

It is demurely plain, but the mere knotting of a colourful square scarf about the shoulder is bound to intrigue the eye.

The sports theme continues to dominate the fashionable world, and with it comes the increased popularity for the three-piece frock. The jacket and skirt of fine angora or soft wool jersey match, while clever horizontal stripes distinguish the blouse. If it is a silken French frock, it will exploit fine tucking and exquisite fagotting in intricate geometric arrangement. And every costume must have its own ragged flower in a sheer crisp fabric, matching or contrasting.

Shoes may be as decorative as we choose, but they must be in perfect taste in harmony with the costume. The exciting novelties in the new footwear are delightful. Pastel parchment and pinky beiges discretely trimmed with reptile leathers are the smartest. Sports shoes are practical, but not necessarily monotonous. The compose colours and unusual lacing arrangement give them interest.

And when we come to hats, the subject is endless. Summer hats are contrary. Large picturesque hats are a caprice of the summer mode, with their graceful shadowy brims; but in addition you will want a small crushable hat for vacation wear that you can squeeze into "next-to-no-space." Always, they must be blithe and carefree, for such is summer's mood—joyous and colourful.



Farmers Are Invited
To make known their
Farm Help Requirements

To this Company, which is able to bring to Canada the desired type of people from Overseas to fill positions which may be available at any season of the year.

By communicating with us, established farmers can, without expense, greatly assist

Relatives and Friends in Great Britain

to come to Canada to engage in farming.

For those coming to Canada or re-visiting Europe, complete and up-to-date travelling arrangements can be made by the Company. Canadian farmers and intending settlers are invited to enquire regarding these services, and also for special information in connection with farm workers and the acquiring of suitable farm lands.

APPLY TO

**HUDSON'S BAY COMPANY OVERSEAS
SETTLEMENT, LIMITED**

at

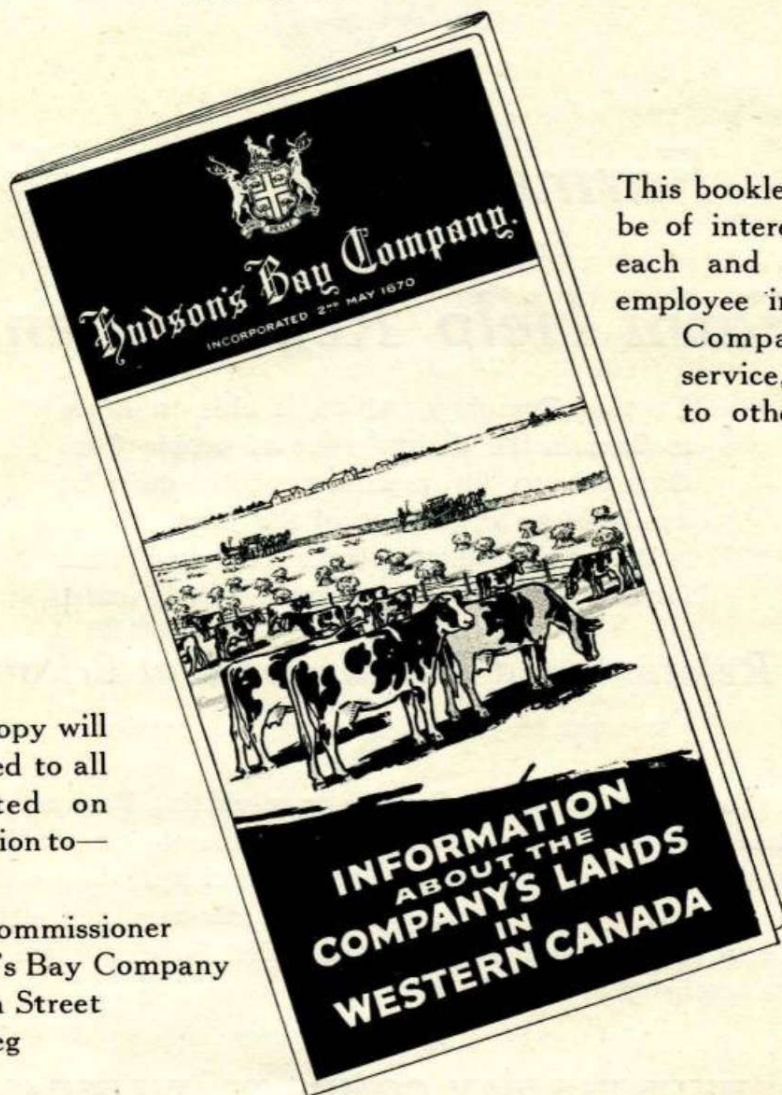
Winnipeg Address:
93 MAIN STREET
WINNIPEG, MANITOBA
CANADA



London Address:
TRAFALGAR BUILDINGS
Corner of
NORTHUMBERLAND
AVENUE
LONDON, W.C.2,
ENGLAND

Hudson's Bay Company.

INCORPORATED 2ND MAY 1670.



This booklet will be of interest to each and every employee in the Company's service, and to others.

A free copy will be mailed to all interested on application to—

Land Commissioner
Hudson's Bay Company
93 Main Street
Winnipeg

Here is a reproduction in one colour of the front page of an attractive coloured booklet which gives valuable detailed information about the Company's lands in Canada.

The Company offers for sale over **3,000,000 ACRES** of Agricultural and Grazing Lands in **MANITOBA, SASKATCHEWAN** and **ALBERTA**.

The Company also retains for geological investigation and subsequent development in districts where circumstances justify, **4,500,000 ACRES** of mineral rights.

When writing please mention the "Beaver"

STAFF SUPPLEMENT

News from Stores, Posts and Branches

Associate Editors—we would once more particularly request that on all occasions the initials of all employees mentioned in your store notes be given. Without same it is impossible to make these store news items read as they should.—Editor.

Vancouver

MODELS OF WORLD-RENOWNED MOVIE STARS

Always on the alert for the new, the Company's store in Vancouver displayed for the first time in the Dominion of Canada the season's fashions on life-size figures of such renowned movie stars as Anna Q. Nilsson, Claire Windsor, Irene Rich, Anna May Wong, Aileen Pringle, Mary Philbin, Gertrude de Olmstead, Mae Murray, Carmel Myers, Patsy Ruth Miller, Alice Calhoun, Bessie Love, Eleanor Boardman, and Betty Blythe.

Claire Windsor was the first of the stars to be made anew in wax, and so perfect was her cast that thirteen others above mentioned were quick to follow.

Realizing the popularity of the movie stars, department stores all over America have been eager to secure these wax figures on which to show their new merchandise.



Anna May Wong

It is only natural then that this store should be the first to use them in Canada. The wax figures were displayed in the main windows of the store for four days, when they were forwarded to a large department store in U.S.A. to do similar duty. The figures were true to life.

While a little uncomfortable, the mode of making the cast is simple, though ingenious. The actress, sitting in an operating chair, has her eyes covered with tissue paper, and a heavy coat of vaseline spread over her face. Then the work of applying the plaster begins, starting at the nose, continuing round the ears and neck, working the plaster deftly into the lines of the mouth and about the nostrils, taking care that the holes are left through which to breathe. Quickly the plaster hardens; then it is removed, the interior showing every line and curve of the face. Then a cast of the body is taken, and when rigid and cold is removed in sections, later to be cemented together. From this plaster mold, the finished wax model is subsequently made, the blind eyes being removed and glass eyes substituted, the face coloured and the hair put on. This latter process is a very slow one, each hair being put on singly by the use of a needle, and cemented. When finally completed, the model is a replica of the original, ready to be attired in the most luxurious of Paris frocks and gowns, to be admired and envied by thousands of people who love to see the new and to see it worn by those who rank among the world's best dressed women.



Aileen Pringle Examines a Cast of Her Head



Aileen Pringle

To say that the models were interesting to Vancouverites is speaking very humbly. When the curtains were raised at the time appointed, nearly a thousand people were waiting to view them, and the interest kept up day after day, and even until the late hours of the evening. It is estimated that more than 150,000 people viewed them.—*F. S. Garner.*

LECTURE ON "SARTORIAL ART"

It was a great treat to hear the lecture on the clothing we are selling, as given to the buyers and rank and file of this store recently. A special supper was given to the men employees of the store, and at 7.30 p.m. the staff visited the men's clothing section. Special types were selected to wear the different models. The lecture closed with listeners splendidly informed about the clothing this store sells, and keenly aware that the best ready-to-wear clothing in Canada is being sold in the store in which they are working.

Later, the evening was given over to selling the staff, and everyone who bought had the advice of Mr. Teasdale and the benefit of his many years of "type fitting."

R. E. Stanfield, manager of the music department, who recently came to this store from Simpsons, Toronto, has presented to Vancouver another musician. Mother and boy are doing well. The entire staff sends congratulations. This event happened during Music Week.

J. W. Wilson came from Toronto to take charge of our meats, fish, and provisions sections. He has done this so well that he has taken upon himself another responsibility—bringing Miss Alberta Irwin from the East. They were married in church, Mr. A. A. Williams giving the bride away. They left for a short honeymoon and have now started housekeeping in the beautiful Fairview district.

A. A. Williams and C. M. Poole made a short visit to Winnipeg, and returned with glowing accounts of the Winnipeg new store.

Fred Herbert has received the Company's gold medal for long service. Fred as he is commonly known, came into the service on its anniversary day in 1897. His first position was driver. He quickly proved worthy of promotion, and for many years has been head of the delivery department. He is the oldest employee in Vancouver store. The entire staff join in congratulating him on this occasion, and hope he'll be spared long, and have many opportunities of wearing his medal.

R. Horspool has received the Company's silver medal for fifteen years' service. R. Horspool came into the service when card writing ran hand in hand with window trimming, when each window trimmer wrote his own cards to suit. In 1915 he answered the nation's call and went to France, returning after the Canadian army of occupation left Cologne. On coming back to Vancouver, he entered the card-writing department again.

A. J. Gilbert, N. Douglas, and F. W. C. Van Camp have returned from a buying trip overseas.

C. B. Clegg, who has held a responsible position with the Company in the stationery supply section for thirteen years, has resigned his position on account of ill health. The entire staff heartily wish him renewed health and good luck in his future undertakings.

T. Brett, an employee of the Company for twenty years, first in charge of the retail liquor department of this store, and during recent years holding the position of cashier, has resigned. His position is being filled by G. Woods.

The soda fountain and luncheonette counter, just opened, has already made

many friends. It is predicted this will be one of the busy sections of the store.

Looking much better than he did when he went away, D. Dale returned from his buying trip abroad especially optimistic over his purchases. "In all the six times I've been abroad, I've never had such a trip as this," said Mr. Dale. "Bought lots of new goods, many exclusive lines for all the B.C. and Alberta stores. And for the Christmas season, I've the swellest Parisian gift merchandise, such as scarves, handkerchiefs and neckwear, ever shown in Canada."—*F. S. Garner.*

SPORT

Golf—The men's golf club has entered upon a season of activity. During April a medal round was run off, and the prize, donated by W. H. Sharpe, was won by R. C. Moore, of the sport shop, with a net score of 72. The May competition now under way is a match play affair. The following are now left in competition: L. W. Frayer, N. Douglass, E. Williams, R. Strain, R. Moore, J. W. Lawson, Carwin, L. W. Lawson. As this is a handicap competition, the contests are very keen and much enjoyed by some thirty members of the club. The ladies are beginning to show interest, and it is proposed to start a club for the fair sex this month.



Tennis—Tennis courts have been allotted both at English Bay and at Kitsilano. Tennis fans are assured of courts for 1927. Judging by the interest displayed, this will be a banner year.

Baseball—The H.B. baseball team has entered on a strenuous campaign. A berth has been obtained in the fast travelling senior "B" City League. The boys will have to put forward their best efforts to hold their own in this company. We understand however that a formidable team has been lined up. Mr. Veznid, the coach, believes the boys capable of a good showing.



Track—The track club is turning out in force again this year. The boys look forward to lots of pleasant recreations and fun.

Bowling—The H.B.C. Retail team has won the Abbott House League prize. Each received a medal symbolic of his ability to locate the groove.—*W. Williams.*

Victoria



VISCOUNT WILLINGDON BECOMES TRIBAL CHIEF

His Excellency, the Governor-General, on Wednesday afternoon, March 30, paid a visit to Craigflower, where he was created a chief by the native Indians of Vancouver Island. The photograph shows the scene at the ceremony in the grounds outside the old Craigflower schoolhouse, which was built by Hudson's Bay Company in the year 1855, and is still well preserved.

Prior to the ceremony, Lord Willingdon, accompanied by Lady Willingdon, Lieutenant-Governor Bruce, Miss McKenzie and other distinguished people, visited Craigflower Farm, where the party was received by E. H. Wilson, Victoria agent of Hudson's Bay Company's Land Department, and Mr. Newton, the present lessee of the property.

The Craigflower Settlement was established in 1853 by Kenneth Mackenzie, who reached Victoria January 16 of that year on the S.S. *Norma Morrison*. The farmhouse, owing to its historic interest, has been kept in a good state of preservation by the Company.

It is interesting to note that during the ceremony of being made an Indian chief, the Governor-General presented Chief David, one of the oldest Indians on the Island, with a pair of red Hudson's Bay "Point" Blankets. These famous blankets were also used by the viceregal party in the Indian war canoes on the trip up the gorge.

During their stay in Victoria, Lord and Lady Willingdon paid a visit to Hudson's Bay Company's store, where they made a purchase of Oriental rugs.

WEDDINGS

Wise-Savage—On Monday evening, April 18, at St. John's church, Miss Daisy Savage, for a time connected with the ready-to-wear section of the Victoria store, became the bride of Mr. Fred J. Wise, of Victoria. Miss Mildred Oliver,

daughter of Premier John Oliver, and Miss Nellie Wise, sister of the bridegroom, were the bridesmaids. After the ceremony, which was performed by Rev. F. A. P. Chadwick, a reception was held at "Del Bonita," the home of Premier and Mrs. Oliver. The young couple, who were the recipients of numerous handsome gifts, are making their home in Victoria.

McCarrison-Price—On Tuesday evening, April 19, Miss Flora May Price was united in marriage to Mr. William McCarrison, Rev. F. A. P. Chadwick, the rector, officiating. A reception was afterwards held at 2738 Roseberry Avenue. Among the many wedding gifts received was a handsome silver tray from the office staff of Hudson's Bay Company. The bride has been an employee of the Company for the past few years.

Hanbury-Gardiner—Miss Violet Gardiner, who has been a member of the drug department since the opening of the store nearly six years ago, became the bride of Mr. Harry Hanbury on Wednesday evening, May 18, the wedding ceremony taking place at the First United Church. A few days previous to the wedding, the Misses Doris Hooper and Mildred Redman were joint hostesses at a china shower given at the home of Miss Hooper in honour of the bride-elect. Many beautiful gifts were presented by Edna and Phylliss Hooper. The invited guests were Mrs. H. Hooper, Mrs. G. Gardiner, Mrs. W. Moore, Mrs. J. Potts, Mrs. E. Campbell, Mrs. L. Harrison, Mrs. F. Grant, Misses Violet Gardiner, Doris Welsh, Florence Button, Ila Winkle, Phylliss Petherbridge, Lola Dawson, Isabel Crawford, Jennie Hall, Jessie Watson, Betty Shadbolt, Doris Chambers, Doris Johnson, Mildred Redman, Laura White, May Symes, Angela Fisher and Lily Muir. During the evening, which was spent in music, games and dancing, Misses Laura White and Mildred Redman contributed vocal selections.

Thomson-Green—Still another young lady who has been with the store since the opening in 1921, has joined the ranks of matrimony. On April 26, at St. Luke's church, Miss Nancy A. Green became the bride of Mr. J. W. Thomson, the ceremony being performed by Rev. Wm. Carroll. On the previous Wednesday, Misses Ila Winkle and Florence Button were hostesses at a shower given in honour of the bride elect, who was the recipient of many delightful gifts.

News that Mr. Frank Leggo had passed away in Winnipeg was received with deep regret by the staff of the Victoria store. Mr. Leggo had many friends in Victoria, where he and Mrs. Leggo had resided for over thirteen years. They moved to Winnipeg about twelve months ago.



Elevator Operators, Victoria Store

Reading from right to left, Muriel Langley, Hilda Fox, Eva Winters, and Agnes Rogers

Vernon

On April 7 last we were very pleased to have a visit from Land Commissioner H. F. Harman, but we wish he had stopped over for a few days instead of a few hours so that we might have had an opportunity to show him the beauties of the Okanagan.

During the second week of May, our store was crowded with interested people in the music department to view and hear the new automatic orthophonic Victrola. As this was the first one imported into the interior, it caused great interest among lovers of music.

There is every indication that the local bowling club, under the presidency of our genial manager, H. Pout, is going to be a bigger success this year than ever. Already the membership exceeds past years, and several of the staff anticipate joining.

Chas. Holland, recently of this staff, has left Vernon to make his home in Vancouver. Before leaving, the staff showed their esteem by presenting him with a silver cake basket in remembrance of the years which he has worked amongst us. Mr. Holland has the best wishes of the staff for his future success.

Annie Allen, who has been a member of our staff for a good many years, has been obliged to leave her place on account of illness, and although we understand she has to take twelve months' rest, we trust that we shall have her with us again in perfect health.

Nelson

A number of changes have taken place on the staff of the Nelson store since *The Beaver* last went to press.

Molly Irving and Jessie Fowles, of the office staff, have left our ranks, the former going back to her home in Trail, and the latter leaving to be married.

Miss Fowles' marriage to Mr. Frank Stringer took place on March 2nd. On the eve of her departure, she was presented with a chest of silver.

Miss Irving was the recipient of a beautiful leather hat box.

Julia Potosky, of South Slokan, has taken Molly Irving's place, and Mrs. D. Green, of Victoria, an old employee of the Nelson store, has returned to us.

William Gow, Toronto, has arrived to take charge of our dry goods department. Mr. Gow has a keen knowledge of display, and already the department under his charge and the windows have assumed a welcome change.

W. S. King, our store manager, took a trip to Vancouver early in March, and spent several days there. While Mr. King was in Vancouver, he met several visitors from London, England, who were loud in their praise of the new store, and said that even Harrods, Selfridges and Debenhams could offer nothing better. The dining room especially was a revelation to them.—D.G.

Kamloops

D. M. Armstrong has left the Company's service to take a position in Victoria.

George Wardle arrived from Vancouver to take Mr. Armstrong's place in the house furnishings department.

Miss Bessie McRae, Mr. Lanceley's niece, has arrived home from college in Winnipeg to spend the summer months.

Although the weather has been very cold for the time of the year, our tennis and golf enthusiasts have made a strong start, and we hope to have a very successful season.

We are pleased to see that M. J. Moulder is again able to be about without his sticks, after suffering for some time from a strained knee.

Kamloops is enjoying a building boom. The local Elks lodge has commenced their \$85,000 home building operations and it is expected that the new \$157,000 community hotel will soon be on the way.

Calgary

H.B.C.E.A. ANNUAL BANQUET, SOCIAL AND DANCE

Within the spacious dining hall and cafeteria, 480 employees of the Hudson's Bay Company, Calgary, members of the Company welfare association, enjoyed the annual banquet and entertainment programme, which was concluded by a dance.

Concentrated on the programme were many talented artists, employees of the store. There was even a Hudson's Bay orchestra to provide a pleasing repertoire during the banquet.

Presided over by F. M. Johnston, store manager, the festival was a pronounced success. Mr. Johnston, in remarks as chairman, welcomed the employees as guests of the Company at the annual banquet. He said it was the third time he had had the pleasure to preside. There were changes in the staff, he noted, and he took the opportunity to welcome the new members.

A wire from P. J. Parker, manager of western stores, was read by Mr. Johnston, in which Mr. Parker expressed his regret at being unable to attend the banquet, but extended his very best wishes to the members of the association.

Had Splendid Year

Mr. Johnston told the members that the store had a successful year, one of the best in the lengthy period of the Bay's operations in Calgary. He congratulated all the employees, through whose excellent services such good results were possible.

The manager urged that the same hearty co-operation be extended over the forthcoming season, in order that 1927 records will even eclipse the returns of the past year.

The toast to "The Company" was proposed by John G. Sprunt, one of the oldest employees of the local store. The toast to "The King" was proposed by L. L. McCanse, store superintendent.

J. D. O'Connell, a new official of the local store, gave his first speech before the local employees and made a very telling impression on his listeners. His subject was co-operation, and Mr. O'Connell proved himself a well-versed student of the subject.

Charles A. Plows, president of the retiring executive, said he was but carrying out the work of Mr. Fryer, who was transferred from the local store to Winnipeg. He thanked the members for their co-operation. He referred to the playgrounds and the golf course maintained by the association at Parkdale, and said that it is one of the finest sites in the district. He pointed out that the objects

of the association are to promote sports and to create good health amongst the employees.

The speaker told of the visits made by club representatives to sick members of the staff during the year, and of the flowers dispatched to those confined to their homes through illness, all features of the welfare service.

Satisfactory Report

A. D. Vair submitted the treasurer's report, which was very satisfactory. In concluding his remarks, he said the object of the association is lost if the recreation does not produce more efficiency and create a finer feeling amongst the employees, which he felt sure was being accomplished.

S. Benjamin provided a laughing specialty for the members.

Display of Dresses

A New York model, in charge of Mrs. G. Smith, of the Butterick Company, gave a display of dresses worn.

G. M. Bower, in a humorous talk on the Derby, was a popular speaker on the programme. The following is a list of the officers elected for the ensuing year:

Honorary president, P. J. Parker; honorary vice-president, F. M. Johnston; president, C. A. Plows; first vice-president, A. Wilkinson; second vice-president, W. E. Vanner; treasurer, A. D. Vair; secretary, C. Curtis. Committee: F. Garnet, J. Campbell, W. E. Salter, J. Borthwick, G. H. Benson, G. Greig, R. W. Gibson, Miss A. Atkinson, Miss E. Kelly, Mrs. Lewis. Newly elected to office: W. E. Vanner, A. Wilkinson, Miss A. Miller, J. M. Curil, R. G. Gillespie and E. Nicholson.

The Programme

"O Canada."
Chairman's remarks.....F. M. Johnston
March....."Under the Double Eagle"
Orchestra
President's remarks....."H.B.E.W.A."
C. A. Plows
Violin solo....."Rose Marie"
Mr. Cartwright
Treasurer's report.....H.B.E.W.A.
A. D. Vair
Song.....Selected
J. Murtagh
Recitation....."Irritating Pa"
Miss Phyllis Gray
Specialty.....Selected
Mr. Benjamin
Song....."Little Brown Owl"
Mrs. Willans
Short talk....."Co-operation"
J. D. O'Connell
Plantation Patrol....."Old South"
Orchestra
Song....."Love Will Find a Way"
Miss H. Paul

Trombone solo, "The Village Blacksmith"
Mr. W. Gray

Song.....Selected
Mr. Fitzgerald

Short talk....."The Derby"
G. M. Brower

Song.....(With violin obligato)
Miss Gladys Walker

Song.....Selected
Mr. Maguire

Novelty....."Dance of the Clowns"
Orchestra

Pianist and accompanist, Miss Margaret
Dawson

Additional accompanist, Mrs. R. L.
Skinner

Bridge and Prizes

Special Dance Programme

(Music by Jack Rushton's Serenaders)

On April 19 and 20, Calgary store received a visit from Mr. Geo. W. Allan, K.C., Chairman of the Canadian Committee.

During his stay in Calgary, Mr. Allan presented two members of our staff with long service medals, the recipients being Miss Amy Atkinson, who has fifteen years continuous service, and Mr. Harry Bottomly, one of our delivery staff, who has the same service, including the period during which he served overseas.

We regret to report in this issue the death of John Shapter, who was for some years assistant to the merchandise manager, being in charge of all the records in connection of the merchandise in the store. His sudden demise leaves a blank which it will be hard to fill, and our sympathy is extended towards Mrs. Shapter and her two sons in their sad bereavement. The late Mr. Shapter had spent fourteen years in the Company's service with the Calgary and Vancouver stores, and is missed by many, not only for his genial character, but also on account of the seriousness with which he attended to the duties of his position and the Company's interests.

SPORT

Bowling—The bowling league made up of two teams each from the retail and wholesale was won by the Wholesale A team, the personnel of the team being C. L. Skinner, M. J. Perry, A. P. Donnelly, W. C. McKnight and R. W. Gibson. All the members have taken a keen interest in this winter sport, weekly matches being played from November to March. An All-Star team is to play off with the other local American five-pin league for the city championship. The season's averages were as follows: D. Thain, 200; W. Ilott, 192; W. C. McKnight, 188; R. W. Gibson, 184; T. Hayhurst, 181; D. Lamont, 178; G. Weir, 177; R. E. Gillespie,

174; G. H. Benson, 169; A. P. Donnelly, 167; H. Wright, 166; C. L. Skinner, 165; D. O. Hicks, 160; W. P. Spalding, 155; W. McCallum, 165; Glover, 152; T. Clancy, 149; G. A. Greig, 149; J. Shapter, 148; E. Nicholson, 148; M. J. Perry, 140; L. L. McCause, 139; H. Duncan, 130; D. K. Shedden, 124.

Hockey—Our hockey team which was entered in the local commercial league, consisting of seven clubs, finished fourth, having a record of six wins and five losses. If it were not for a few bad breaks which went against our club, we would have qualified for the play-offs.

Football—A team has been entered in the second division City League and a successful season is anticipated.

Saskatoon

GOLDEN RULES OF SERVICE

Study these simple truths, and then make a thorough self-examination. Be sincere with yourself, and if you are not up to the standard, now is the time to improve.

1. Alertness pleases customers and generally stimulates buying, because an alert sales clerk carries the appearance of being anxious to help.

2. While conversation may be in order, it should stop when a customer approaches your counter, as it is discourteous to keep people waiting when they desire service.

3. Loyalty to the institution that employs you is one of the first essentials of good service. Without loyalty, there can be no true service. This means inside and outside of the store, before nine, during the day, and after store hours. Keep these thoughts in mind constantly, so that loyalty becomes second nature.

4. It is necessary to arrange and take care of stocks, but remember that it is discourteous to continue to arrange stocks when a customer desires your attention.

5. Treat your customers as your guests, and greet them pleasantly. They are paying and usually profitable guests.

6. Convince your customers that they have your undivided attention by looking their way. Looking in other directions while talking to your customers is apt to betray disinterest, and kills a sale quicker than anything else.

7. An intelligent interest is the surest way to complete a sale. A customer comes to the store with a definite object in mind. Find this out and talk up the usefulness of the goods you have to sell in relation to her object. Keep the main principles of salesmanship in mind—Interest, Sincerity, Courtesy, Suggestive

Selling—then your selling talk will be interesting too.

8. Acquaint yourself thoroughly with the store rules and conduct yourself accordingly. You will then be able to give customers accurate advice and avoid sending them to different parts of the store on "wild goose chases."

9. Punctuality is the foundation of success. Get the habit and keep to it. It is a golden asset in business.

10. Do not show impatience with the last-minute customer. There is usually a good reason for the customer being late. It may be trying sometimes, but be equal to the occasion and stand the test. A little extra courtesy may make a permanent friend.

11. Appreciation is always pleasing, so, whether your effort completes a sale or not, always conclude with "Thank you."

12. Another Golden Rule is discipline. Rules are made for a good purpose, and genuine service can never be complete without discipline. It is the very foundation of success, whether it be in the "Battle of Wars" or the "Battle of Business." Train yourself to strict discipline, then you will have mastered one of the biggest obstacles to success—*L. Jones.*

We were highly honoured by a visit from the Governor-General and Lady Willingdon during their recent tour of the west. A civic luncheon was held in the Hudson's Bay Company restaurant in honour of their excellencies. They were accompanied by Mrs. R. B. Osborne, Capt. C. S. Price Davies, Major H. Willis O'Connor, Capt. The Honourable J. C. C. Jervis, Capt. The Viscount Hardinge, and Mr. J. F. Cowdry.

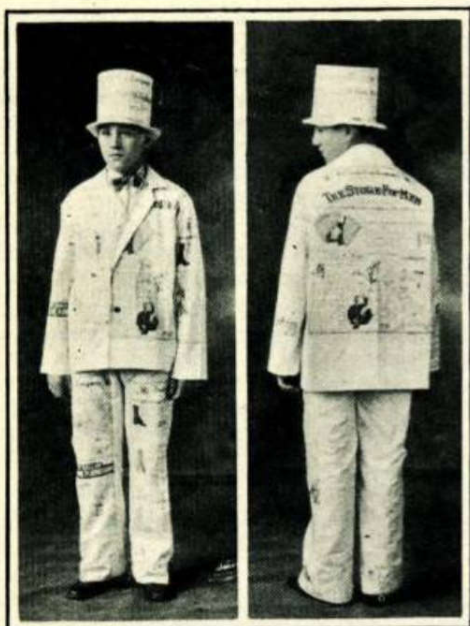
We are glad to hear that Mr. W. H. Cooke, our general manager, is back from England.

Seeding is now general in the Saskatoon district, under ideal conditions, and we have reason to look forward to a good crop and a continuance of good business.

The radio concerts that we have broadcast every Thursday evening during the winter have brought in many letters of appreciation from far and near. One man wrote in saying he used to "dread the lonely winters," but now he does not mind them at all.

A special feature of the H.B.C. masquerade dance was a fancy costume of H.B.C. advertisements, printed on linen and made up into a suit. This novel idea took the prize, which was awarded to the wearer Mr. Wood, of the hardware department. This dance was one of the most successful of the season.

The Saskatoon store has entered a football team in the City league. With



H.B.C. Advertisement Suit Printed on Linen

a little effort, they have good prospects of winning one game at least before the end of the season.

The following is the programme of a special free concert which we staged in the lunch room to commemorate the "Beethoven Centenary." This event proved a tremendous success, the room being filled to capacity.

Programme arranged by Mr. Lyell Gustin, of the Lyell Gustin Piano Studios: Piano, Sonata Opus 31 No. 3 (*Allegro*), Miss Evelyn Eby; song, Mignon, Mr. Charles Hurling; piano, Concerto in C minor (*Allegro con brio*), Miss Alma Sheasgreen; cello, Sonata Opus 69 (*Allegro*), Mrs. W. A. Carrothers; piano, Sonata Opus 53 (*Allegro con brio*), Mr. Reginald Bedford; violin, Minuet in G, Mr. Joseph Lichstein; two pianos, Symphony No. 3, Eroica (*Allegro con brio*), Miss Evelyn Eby, Mr. Reginald Bedford, Misses Millicent Lusk and Alma Sheasgreen.

Winnipeg Retail

CANADA SHALL GREATER BE

Oh, land of spaces, wild and wide,
A thousand leagues from tide to tide,
Whose snow-capped mount and wind-swept plain
Spread northward to the frozen main:
Thy thousand rivers, deep and strong,
Send forth one grand majestic song
In diapason ecstasy—
"Fair Canada Shall Greater Be."

From pine-clad hill and canyon steep,
Where untold mighty riches sleep;
From fruitful orchards, east and west,
Full-nurtured on thy fertile breast,
Where luscious fruits and berries grow
Mature beneath the sun's warm glow,
A myriad tongues say rapturously,
"Fair Canada Shall Greater Be."

A thousand miles of ripened grain—
Rich golden carpet for thy plain—
Wave graceful in the summer breeze,
Which gently doth caress thy leas;
Its rustling murmur softly swells
The splendid chorus of thy dells;
Sings Nature's choir from sea to sea,
"Fair Canada Shall Greater Be."

In farm and hamlet, growing town,
And vigorous cities of renown,
Thy native and adopted son
Must work to make thy nation one;
Cast off base hate, and baser greed,
And each join each in one high creed;
Stride hand in hand through hist'ry's page,
Forward to their great heritage;
From field, and mine, and factory,
Cry "Canada Shall Greater Be."

—W. E. Gray, Winnipeg.

H.B.C. STAFF DANCE

Undoubtedly the largest dance ever held by us in Winnipeg took place on Tuesday, April 26, on the new fourth floor of the store. The occasion honoured the 257th anniversary of the Hudson's Bay Company in Canada. There was an attendance of more than 2,200 persons,

What Do I Know About the Hudson's Bay Company?

A new, interesting and instructive competition, with good prizes, will be fully announced in September issue of *The Beaver*, a competition in which every member of the service can take part and one in which the attempts of competitors with short service will be judged separately from those with long service. Meantime, brush up your knowledge of the Company's history, its present day widespread business operations, its local activities, *et cetera*, and "keep your powder dry."

representing employees and friends of the Hudson's Bay Company. The dance was under the auspices of the retail stores welfare association.

Patrons were: W. H. Cooke, general manager of the store, and party; W. J. Scott, assistant general manager, and party; A. H. Doe, chief of the Company's stores construction dept., and party; W. H. Carter, of the Carter, Halls, Aldinger Construction Company, builders of the store, and party; and C. H. French, fur trade commissioner of the Company, and party.

Confetti battles featured the fun of the evening, and a hat making competition. Those who did not care to dance were entertained at whist. The winners of the hat competition were: First, Miss F. Brown, of the ready-to-wear department; second, Mrs. Aikens, of the neckwear department; third, Mrs. McMillan, of the neckwear department. The prizes to the winners of the competitions were presented by Miss Cooke, sister of the general manager.

A twelve-piece orchestra, under the direction of David Steel, provided the excellent music.

The committee in charge of the dance were: Misses P. Allan, M. Brown, A. Parker and Messrs. F. J. Parker, A. H. Pearen, G. Travers, R. Thompson, G. Foster and J. Unwin.

Ena McKenzie left the employ of the Company April 30. She was presented with a camera from her friends in the office.

B. Galloway, of the office staff left May 14 for three months' holidays to visit her sister in the West. She was presented with a beaded handbag by her friends.

Duncan Thompson, of the wallpaper department, left April 28 on three months' leave of absence. He has been selected a member of the Canadian touring soccer team to play against the New Zealand footballers. His friends and co-workers presented him with a bill-fold in which was a sum of money. He sailed for New Zealand on May 4.

A. W. Jones, of the Goosey Gander Company, offered a prize to the bowling players of the juvenile department. I. S. Bjarson was the lucky winner, her score being highest in three games.

D. Hall, of the jewellery department, left May 10 to be married. She was the recipient of many good wishes for happiness in her married life.

Sincere sympathy is extended to R. Boyd, of the hardware office, who lost her mother May 8.

Erskin Struthers, of the furniture department, left April 28 for Saskatoon,

where he has accepted a position as first assistant in the rugs, draperies and house furnishings department.

A. Pashal, of the office staff, was a guest of honour at a surprise shower held at her home by the girls in the office on March 27. She was the recipient of many beautiful gifts. She was married April 9 to A. R. Strachan. Her many friends in the store extend to her best wishes for prosperity and happiness in her new life.—*T. F. Reith.*

SPORT

"The Beavers"—Who are they? The girls' soft ball team from the Hudson's Bay Company. They are entered in the Winnipeg City League (senior), which means fast company. The girls are just "rarin' to go" and a very enjoyable season is looked for. Officials are: Honorary president, W. H. Cooke; honorary vice-president, R. G. Travers; president, I. H. Unwin; vice-president, G. Foster; manager, R. A. Smith; secretary-treasurer, L. Charbonneau.

As the season is just about to open, we cannot tell you much about the girls. But listen! The *Winnipeg Free Press* quoted them as the dark horses of the league. That's something interesting; so we shall just have to wait and see how these dark horses can run. The home grounds are at the Gordon Bell school, corner of Maryland and Wolseley Avenue. A very fast brand of ball is played in the senior girls' league and a visit to any of the games is well worth while.

Men's Commercial Soft Ball—At a meeting held in the Y.M.C.A. Tuesday, May 3, the H.B.C. soft ball team was organized. W. H. Davison was acting chairman. The following officers were elected: Honorary president, Mr. W. H. Cooke; honorary vice-president, Mr. W. J. Scott; president, W. H. Davison; secretary-treasurer, G. Foster; manager, J. S. Morrison. The team has secured grounds at Gordon Bell school, corner of Maryland and Wolseley. At the first practice held there plenty of good material turned out, and everything points to the

team having a strong line-up. The home grounds are handy to the store. Notices will be posted re location of grounds for away games. Come along and lend the boys your moral support. The team plays every Wednesday night.



Football—Hudson's Bay Company have again entered the football field, and indications are that 1927 will see a redoubtable team playing under the old green and gold colours. At an enthusiastic meeting held Wednesday, April 20, in the King George billiard parlours, the following officers were elected and a strong executive formed: T. F. Reith, chairman; E. W. Stanley, secretary; R. D. Buchan, team manager; A. Millar, captain; J. B. Dangerfield, trainer; J. Lindsay, coach. It is interesting to note that the signature of Duncan Thompson is on one of our forms and he will be available to play for H.B.C. in the finals on his return from New Zealand. Owing to the inclement weather, very little practise has been possible, only one game (on April 26) having been played to that date, when the store team was victor over South End United by 2 to 1.



of doing so. The following are the fees for the season: Gentlemen, \$7.50; ladies, \$5; associate gentlemen, \$8.50; associate ladies, \$6.50. Further information will be gladly given by George H. Bowdler, retail store.

Bay Company staff and their friends to join us. We are affiliated with the Manitoba Tennis Association and intend joining the City League, "B" division, but those who merely wish to play a quiet game will be afforded every opportunity

Bowling—The H.B.C. store bowling league wound up a very successful season with a handicap tournament held at the Bowladrome on Friday, May 6. Winning team and runners-up were: First, Men's Furnishings—Turner, White, Munn, Garvie, Carson, Wales. Second, Managers—Cunningham, Johnston, Waite, Donaldson, Travers, Beggs. Johnston, of the jewelry department, won high three games with a creditable showing (for a novice), 641.

In the store league, which ran throughout the winter, Men's Furnishings won first position; First Floor, second; and Managers, third. Furnishings team: Burns, George, White, Shane, Cochrane, Carson. First Floor team: Unwin, Craig, Hultlin, Campbell, Sladen, McLaren. Managers: Cunningham, Waite, Donaldson, Bray, Dunbar, Beggs. G. Bowdler, of the shoe department, had high three games, 692. D. McLaren, of the notions, high single games, 265. First Floor, high three games, 2861. First Floor, high single game, 1061. High averages: Carson, 181; Burns, 180; Bowdler, 179; Beggs, 176; McEachern, 175; Gregory, 175; Hultlin, 168; Shannon 166; McLaren, 165; Dick, 165; Shane, 164; Craig, 164; Simpson, 163; Barr, 161; Webb, 160.

Mr. Cooke, our general manager, kindly donated handsome prizes to the members of the winning team.

Tennis—Our courts are ready for the season. They are situated on Broadway, opposite the Fort Garry Hotel. As it is impossible to make a personal canvass of all the retail store and other branches, this is an open invitation to all members of the Hudson's



Winnipeg Wholesale

It is with great regret we have to announce the death of Jack Stevens, one of the youngest members of our staff. Jack was ill just a short two weeks, death resulting from spinal meningitis. He was well liked, having a pleasing personality, and his death came as a shock to his associates.

A. Brock is at present away on three months' furlough. Mr. Brock was not in the best of health and a change for three months was ordered. From latest reports we hear he is benefiting from the trip, and we hope will be back again towards the end of June feeling fit and keen once more.



Golf—A tournament is being organized along the same lines as that held last year. Details will be given out later. Please have your alibi thought out before the games are played. During the last tournament, only one original alibi was heard, and that the now famous, "A cow must have eaten my ball."

Regina Wholesale

We are glad to state that business is progressing in Regina.

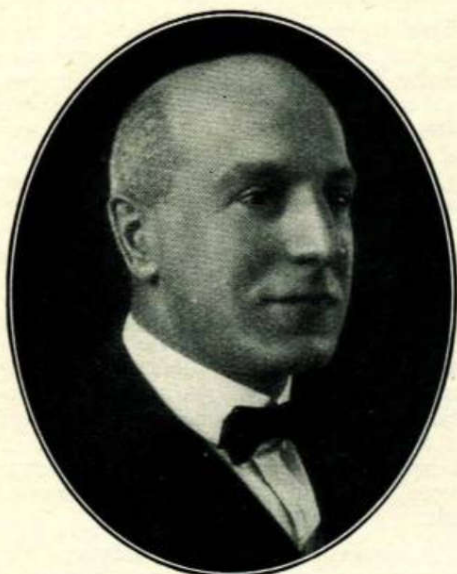
Our manager, A. Sidler, is the proud father of a daughter, born on the 21st of March, 1927.

We were glad to welcome Mr. George W. Allan, K.C., and Mr. R. Peirson, who spent two days in Regina on their return from the coast.

Mr. Sidler has returned after spending a few days in Winnipeg.

We are glad to welcome A. H. McDonald to Regina, who is in charge of the Fur Trade branch recently opened here.

Our Contributors



NO. 12—A. E. DODMAN

A. E. Dodman, a valued contributor to *The Beaver*, is known throughout the length and breadth of the Hudson's Bay Company's service. He joined the Company in 1901, in charge of the dry goods department at Fort William, Ont. From 1909 to 1911 he was in charge of the store at Kenora Ontario; 1911 to 1914 in charge at Lethbridge, Alberta; 1914 to 1918, Edmonton, Alberta; 1918 to 1921 Kamloops, B.C., and 1921 to 1923 assistant to General Merchandise Superintendent in the late Stores Administration offices at Winnipeg. In 1923 he was transferred to the Wholesale Department, Montreal, as resident dry goods buyer.

He possesses the Company's silver medal and two bars, covering twenty-five years' service.

Mr. Dodman has contributed the following articles to *The Beaver*:

"250th Anniversary Celebrations at Kamloops." (November, 1920.)

"Merchandising." (July, 1924.)

"Hudson's Bay 'Point' Blankets." (December, 1926.)

"Advertising." (June, 1927.)

He writes of matters connected with the particular phases of the Company's business in which he is engaged or interested. Many others in the service could help their fellow employees by following his good example in this regard.

Montreal Wholesale

Owing to the early arrival of spring, the port of Montreal once again bids welcome to ocean vessels. A noteworthy feature this year is the docking of the White Star Liner *Albertic*, 19,000 tons, the first steamer of this tonnage to navigate the St. Lawrence river as far as Montreal. Previously, vessels of this size had Quebec for their destination, and, as far as passengers for Montreal were concerned, this entailed a break that was not relished by some of them, for the scenery up-river from Quebec, full of interest, was thus not seen.

Last week was devoted to the hospital campaign, when a total of nearly five million dollars was subscribed by citizens towards the upkeep of the hospitals. When it is pointed out that the population of Greater Montreal is just over one million, one can see that the inhabitants have the city's welfare at heart.

MONTREAL'S PROGRESS

Montreal is fast extending its boundaries and erecting many noble structures, chief of which is the new Royal Bank of Canada building. The following extract, which we have taken from the Royal Bank magazine, may be found interesting:

"Our new building will consist of twenty-one storeys above the street level and two below and will be the largest and tallest office building, not only in Canada, but in the British Empire. In its erection Canadian materials are being used wherever possible.

"The building will rise 390 feet above the sidewalk, but its full height will not meet the eye of the passer-by, owing to the receding of upper storeys from the street line. The purpose of this design is to prevent undue obstruction of light and air from streets and buildings nearby. . . . The qualities pervading the design are reminiscent of palace and civic architecture of the Renaissance period in Northern Italy, in which the architects have found their inspiration."

MOVING DAYS

It is the custom here to move quarters on May 1st, as all house leases expire on this date. (We are sure that many lessees wish that they might expire too.) A city by-law allows the outgoing tenant three days' grace, and he is not, therefore, compelled to vacate until the termination of that time. On the other hand, the incoming tenant has equal right to enter on May 1st, so that for three days chaos reigns, as both incoming and outgoing tenant have equal right to the property. Generally speaking though, the old adage.

"Possession is nine points of the law," applies. This year, owing to May 1st falling on Sunday, it was doubly interesting. Special dispensation was granted by the city council, whereby it was legal for cartage contractors to work on the Sabbath. As a result, many and various were the moving appliances to be seen on the streets that day. One incident, amusing to all but the owner, was the case of a man moving his household chattels on a fruit vendor's wagon, which, alas, caught fire en route. The horse was saved. *Hic transit gloria.*

S. Kaufman, of the Montreal wholesale department, has received the medal commemorating fifteen years' service.

Winnipeg General

THE LATE FRANK LEGGO

It is with deep regret that we learn of the death of Mr. Frank Leggo, who passed away at his home, 277 Aynsley Street, Winnipeg, on May 10, 1927.

Mr. Leggo served the Hudson's Bay Company at Winnipeg for over thirty-one years. Owing to ill health, he retired in 1913, enjoying a well-deserved pension from the Company. For a long period of time, he was identified with the freight and costing department. He was deeply beloved by his fellows for his sterling character and good comradeship and highly thought of by his employees for his ability and faithful service.

In the early days, Frank Leggo was actively interested in sport, being one of the original members of the old St. George's Snowshoe Club and a founder of the Winnipeg Canoe Club. He represented Winnipeg in lacrosse in the eighties.

Frank Leggo, was buried on May 12, at St. John's cemetery. Messrs. C. C. Sinclair and Jack White, associates of Mr. Leggo in the Company's service, attended. Floral tributes were sent from Winnipeg head office.

The sincere sympathy of the Company's staff is tendered Mrs. Leggo and relatives.

TENNIS

All Winnipeg employees interested in tennis are asked to read tennis item under heading of Winnipeg Retail.

Land Department

INSPECTION OF NEW FARM LANDS

Extensive land inspections are being carried on this year by the Land Department in connection with lands recently received from the Crown in Northern Saskatchewan and Northern and Central Alberta.

Two fully equipped parties are now engaged in this work, and will continue for the full field season. These inspections are of interest, since they embody up-to-date practice in land inspection and soil classification. Through the courtesy of the Manitoba Agricultural College, a special course of lectures and demonstrations in latest methods of soil chemistry, soil testing, and allied subjects was arranged for the benefit of the inspectors.

It may be of interest to know some of the details. Travel will be by wagon, with an extra saddle horse to facilitate inspection of outlying quarter sections with greater convenience. Each party has a teamster cook to move camp and get meals, thus allowing the inspectors to devote their full time to inspection of lands.

The inspectors recently engaged for this work are George Simpson, of Winnipeg, and S. C. Hagen, of Edmonton, who will be associated with two regular members of the land department staff, J. B. Morison and B. A. Everitt.

On Saturday, June 4, a happy event is to be solemnized in the marriage of Joseph McDill and Nora Smith, both of the land department, who take with them our every kind wish for their future happiness.

We are pleased to welcome to the land department staff, Edward Price, who has been temporarily engaged as draughtsman, replacing A. Findlay, who has resigned to take up residence in Detroit, Mich.

We regret that, owing to indifferent health, Emily Murray has left us and has returned to her home in Prince Edward Island. We wish her a speedy recovery and every success in the future.

Who Has the Largest Family?

No one, so far, has challenged Mr. and Mrs. Ed. La Plume's claim to having the largest family, all alive, of all employees of the Company's service. This competition was announced in March issue and does not close until August 31.

There is still lots of time to send in your entries. Surely this isn't going to be a walk-over for the La Plumes? Where are the Fur Trade and Retail store entries?

General

GEORGE W. ALLAN, K.C., VISITS THE COMPANY'S WESTERN STORES

Mr. George W. Allan, K.C., a director of the Company and Chairman of the Canadian Committee, visited Victoria, Vancouver, Edmonton, Calgary, Saskatoon and Regina between the 14th and 23rd April. He was accompanied by F. R. Peirson, assistant secretary of the Canadian Committee.

At points where the Company's retail stores are situated, Mr. Allan entertained the store manager and the various department heads to dinner. At Victoria, Vancouver and Edmonton, the Fur Trade district managers and land agents were also present.

In proposing the health of the managers, Mr. Allan outlined his ideas of the duties of a director as towards the shareholders of the Company and as towards the officers who have been appointed by the Board to carry on the Company's business.

Mr. Allan gave a short talk on the history of the Company from its incorporation in 1670, touching on the *high lights*. In greater detail, he dwelt on the many new activities now being carried on by the Company, all of which proved of deep interest to those present.

Following this, Mr. Allan spoke briefly on present day conditions in Canada, and on the progress of Canadian business since the war.

Mr. Allan's tour of the various establishments of the Company was greatly appreciated by all who were privileged to hear him.

On Monday, 2nd May, 1927, the 257th anniversary of the signing of the Company's charter, Mr. Allan gave a dinner to Mr. W. H. Cooke, general manager of the Manitoba, Saskatchewan and Northern Alberta stores, in the Manitoba Club, the Winnipeg store restaurant not being then completed. The heads of all departments of the store were present, also Mr. A. H. Doe, controller of store construction.

Fur Trade Winnipeg

February 25—S. T. Youngman returned from his inspection of Saskatchewan district.

March 2—J. Bartleman returned from his trip of inspection of Keewatin district.

March 3—F. Aldous visited Winnipeg Head Office for selection of his supplies.

March 5—Walter Leseman, of Nelson River district, arrived in Winnipeg on his way east.

March 8—V. W. West, inspector of the western section of Western Arctic district, arrived in Winnipeg.

March 8—W. Watson, of Edmonton depot, spent a few days in Winnipeg selecting his stock.

March 10—Ralph Parsons, of St.-Lawrence-Labrador district, visited head office and spent a few days discussing the business of his district.

March 21—L. Romanet came in on business connected with his district.

March 30—H. G. Woods, of Hudson, spent a few days in Winnipeg.

April 11—Hugh Conn returned from a trip of inspection in Lake Superior district.

May 5—J. D. McKenzie, of Lake Superior district, spent a few days at head office.

Mistassiny Ode to Montreal Office

Weary and wan with waiting for the mail,
We sit here brooding on the pleasant towns;

Our beer kegs empty; with our books grown stale,

We sit repining while base Fortune frowns.
Speak not to us of bright eyes languishing,
Or sports "with Amyrillis in the Shade;"
On you falls heavy blame by banishing
Us hence, to ruminate in savage glade.

Speak not to us of social evenings spent
Around the family hearth in friendliness
With kindred spirits, for, alas! we're sent
Out here to smoke our pipes in loneliness;
To suffer indigestion, with its pain
From eating soggy bannock once again.

Take all your wine, and song, and happiness!

Glut on good feeding! Lie on your downy beds!

Seize the delights the Urban Goddess sheds
Upon her children, grasping with thankfulness

The flowers and fruits she draws from other lands.

Take all, and ask for more with outstretched hands.

Enjoy them well, but as you hope to thrive,

Start work at nine and do not quit till five.

Aye, there's the rub! Keep on your steady grind.

But give us freedom, and an easy mind,
Though suff'ring indigestion with its pain
From eating soggy bannock once again.

Hudson's Bay Company.

INCORPORATED 2ND MAY 1670.

WE BUY RAW FURS!

Two hundred and fifty-eight years' trading in
high-grade Raw Furs.

Two hundred Trading Posts in Canada for the
purchasing and collecting of Raw Furs.

Fair Grade and Honest Price Guaranteed

Cash paid for furs immediately on acceptance.

No Waiting : No Uncertainty

Send your shipments to any of the Hudson's
Bay Company's Two Hundred Fur Trading
Posts, or to

**BUYER, FUR TRADE DEPARTMENT
HUDSON'S BAY COMPANY**

Winnipeg, Vancouver, Edmonton, Fort William
North Bay, or Montreal

H.B.C. Long Service Medals

Long Service Medals and Bars Awarded in Six Months to June 30, 1927.

FUR TRADE DEPARTMENT

Gold Medals

Name	Position	Years Service
Boyd, J. C.	Post Manager	30
Miller, John	Carpenter	30
Thompson, O. E.	Assistant Manager	31

Gold Bars

Gordon, C. H. M.	Post Manager	45
Larocque, Louis	Fur Buyer	57
Loutit, William	Interpreter	38
Moar, J. R.	Post Manager	45
McKenzie, J. D.	District Manager	40
Rousseau, L.	Labourer	40

Silver Medals

Chalmers, A. M.	Post Manager	15
Clark, Frederick	Post Manager	15
Cumming, A. B.	District Accountant	15
Gray, William	General Servant	15
Heath, F. E.	Post Manager	15
Linklater, Alex.	Pilot	15
Loutit, J. J.	Post Manager	15
Parsons, S. H.	Post Manager	15
Purves, S.	Department Manager	15
Spence, George	Pilot	15
Yelland, L.	Post Manager	15
Young, Robt	Outpost Manager	15

Silver Bars

Corston, E.	Post Manager	25
Hooker, Richard	Post Inspector	25
Hoole, Joseph	Interpreter	20
Maver, L. G.	Post Manager	25
Seguin, J. F.	Post Manager	20
Sibbiston, J.	Interpreter	25

VANCOUVER RETAIL STORE

Gold Medal

Herbert, Frederick	Delivery Foreman	30
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Silver Medals

Horspool, Richard V.	Card Writer	15
Clifford, Maurice	Assistant Head Porter	15
Joliffe, Frank B.	Head Salesman, Furniture Department	15

VICTORIA STORE

Silver Medal

McBain, Thomas Tait	Traffic Manager, etc.	15
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CALGARY RETAIL STORE

Silver Medals

Atkinson, Miss Amy	Hosiery Department	15
Bottomly, H.	Driver	15

EDMONTON RETAIL STORE

Silver Bar

Holland, H. A.	Cashier	20
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WINNIPEG RETAIL STORE

Silver Medal

Swain, Wm. H.	C.O.D. Cashier	15
Fuller, Wm. G.	Timekeeper	15
Ferguson, A. J. D.	Receiving Room	15

WINNIPEG WHOLESALE

Silver Medal

Brown, James	Bookkeeper	15
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Silver Bar

Reid, J. K.	Traveller	20
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MONTREAL WHOLESALE

Silver Medal

Kaufman, S.	Shipping Clerk	15
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LAND DEPARTMENT

Silver Medal and One Bar

Pratt, Mrs. Frances	Head Charwoman	23
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A silver medal is awarded for fifteen years' service and a silver bar for each additional five years; a gold medal for thirty years' service and a gold bar for each additional five years.

Anahim Post, B.C.

LAND OF THE MAPLE LEAF

Land of mighty lake and forest,
Where the winter's locks are hoarest,
Where the summer's leaf is greenest
And the winter's bite is keenest;
Where the autumn's leaf is searest
And her parting smile is dearest;
Where the torrent rushes forth
From his caverns in the north,
With the lightnings of his wrath
Sweeping forests from his path;
Where the cataract stupendous
Lifts on high his voice tremendous;
Where uncultivated nature
Rears her pines of giant stature;
Where the gentle deer are bounding
And the woodman's axe resounding;
Land of mighty lake and river,
To my heart thou'rt dear forever.

—*Anahim.*

Keewatin District

J. Bartleman, district manager, returned in March, after inspecting Keewatin district.

He visited Nelson House post, and was informed by O. Rheame, the manager, that during the previous summer very extensive bush fires had cleaned up a large area of that part of the country, which was resulting in a scarcity of fur-bearing animals in that vicinity.

At Setting Lake post, the manager, J. M. Cran, was kept busy with activities then going on in connection with construction work on the Hudson Bay railway.

A. W. Anderson, the manager of Split Lake post, was bewailing the hardships of having to "batch," for the reason that his wife and family were in the Old Country.

Proceeding to Oxford House, R. Davidson, the manager, was met. His newly wedded wife, who came out from Scotland last summer, expressed herself as delighted with the country.

At God's Lake, the manager, H. Fraser, was looking forward to a trip to the Old Country, the first since he came to Canada, after an absence of eight years.

G. C. Collins, manager of Island Lake post, is in a similar position to that of A. W. Anderson, of Split Lake post—"batching" it, for the reason that Mrs. Collins is in the Old Country.

A. C. Clark, the officer in charge, and R. Walker, "Sergeant Major," were kept busy at Norway House post, drilling and instructing the supernumerary staff, with good results.

At Cross Lake, A. Mackintosh, the new manager, was experiencing the difficulties to be contended with at a post situated in close proximity to the railway line.

The following apprentices were all adapting themselves to the ways of the country, and were looking well: A. D. Hutcheon, at Nelson House post; A. McKinley, at Split Lake post; A. W. Gunn, at Oxford House post; J. Runcie, at God's Lake post; Robert Walker, Wm. Gall, and H. G. Findlay, all at Norway House post; and W. R. Henry, at Cross Lake post.—*J. Bartleman.*

Pas Mountain Post

URSUS AMERICANUS PALLAS

Some time ago I took a photograph of what, to the uninitiated, would appear to be a bird's nest in the top of a poplar tree. I sent this photo to the editor to have it developed, but it was not a success; so, without it, I may be accused of drawing the long bow. The photo, without any explanation, might have given the impression that some of the large birds mentioned in the "Arabian Nights" were still alive in the Canadian backwoods.

The picture showed a poplar tree about fifty or sixty feet high, the branches at the top, some of them three to four inches thick, broken off and used to build a sort of rude nest or stage. The bird who did it was no other than the "female of the species" *Ursus Americanus*, the common black bear of our northern woods.

It is generally accepted that bear only breed every third year. From observations made by the Indians, this is decreed by milady bear herself; therefore, when she has two or more cubs with her, and wishes to get away from the undesired attentions of some male, she makes a stage in the trees and retires to it along with her cubs until her suitor gets disgusted and leaves the locality.

Another Indian explanation is that, even when the lady is not averse to the attentions of the male, it sometimes happens that she has to choose from more than one ardent suitor, and, of course, when there are several there is bound to be a battle royal, and there, to be sure, is no place for a lady. So she climbs a likely tree, builds herself a boudoir, from

which she watches the battle, leaving it at last to cheer the victor.—*W. H. Hutton.*

April 20, 1927—Spring is almost here again. In fact, it has been nearly here again about four or five times in the last few weeks, but winter weather has always returned.

Last summer was a good one for garden crops, although they were late in being got in, and, being a rather dry season, there were very few mosquitoes. Visitors also were few, Dr. Van der Gracht, of the Hudson's Bay Marland Oil Company, being the only visitor we had. The treaty party, of course, are annual visitors.

During the winter we had a visit from Rev. A. Fraser, The Pas, when four couples were married one morning.

The whole country around us at present is under water. One cannot get anywhere, as there is a thick coating of ice on this water and it is impossible to paddle through it. At the same time, it is not strong enough to carry a man. One man was nearly drowned recently trying to get to his traps over the thin ice. The river is full to overflowing and, as there is much snow to melt yet, a flood is almost inevitable.—*W. H. Hutton, Post Manager.*

Deepest sympathy is extended to Mr. and Mrs. W. H. Hutton in their recent bereavement—the loss of their son, William Alistair, who died on January 8th, in St. Anthony's Hospital, The Pas, from bronchial pneumonia, succeeding a severe attack of measles. William Hutton was born at the post on November 17, 1915.



Quadruple Indian Marriage at Pas Mountain Post. Ceremony performed by Rev. A. Fraser.
Photo by W. H. Hutton

Hudson's Bay Company.

INCORPORATED 2ND MAY 1670.

H.B.C. Teas

Selected for fine flavour, high quality, strength and aroma.

Imported direct from India, Ceylon and Java.

Blended by experts.

Carefully packed in our own modern warehouses.

Sold in the familiar wrappers—

Red Packet and Blue Packet

Also in Bulk

H.B.C. Coffees

From Choice Coffee Beans

Shipped direct to us from countries of origin.

Blended carefully on our premises.

Roasted and ground daily in our own Coffee plants.

Always fresh and fragrant.

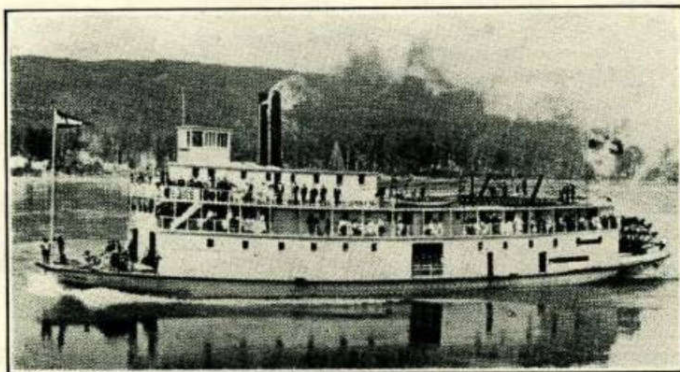
Sold in tins and in bulk.

Ask for H.B.C. Teas and Coffees

TO THE ARCTIC

*A Summer Trip Through Canada's Northwestern
Waterways*

In
35
Days



In
35
Days

S.S. D. A. THOMAS

*A Glorious, Health-Giving Holiday You Will Ever
Remember*

Strange Sights You Will Never Forget

EDMONTON TO AKLAVIK (McKenzie River delta) and return—3922 miles journey, approximately 35 days' travelling.

Passenger schedule (subject to change)—Leave Edmonton June 14, July 12, August 16. (The trip of August 16 may be as far as Fort Norman only.)

SHORTER HOLIDAY TRIPS—Approximately ten days.

Waterways, Alta., to Fort Smith, N.W.T.; round trip 616 miles.

Peace River, Alta., to Vermillion Chutes, Alta.; round trip 660 miles.

Peace River, Alta., to Hudson's Hope, B.C.; round trip 490 miles.

Fort Smith trip weekly; Vermillion Chutes and Hudson's Hope each bi-monthly.

SPECIAL ROUND TRIP TICKETS, including meals and berth. (Government Tax Additional. Tax amounts to 5c for each \$5.00 or portion thereof paid for fares.)

Waterways, Alta., to Aklavik and return.....\$325.00

Waterways, Alta., to Fort Smith and return.....60.00

Peace River, Alta., to Vermillion Chutes and return.....50.00

Peace River, Alta., to Hudson's Hope, B.C., and return.....45.00

For further passenger rates, freight rates, sailing dates and other information, wire or write to

Hudson's Bay Company

INCORPORATED 27th MAY 1670

ALBERTA & ARCTIC TRANSPORTATION DEPT.

EDMONTON, ALBERTA, CANADA



Hudson's Bay Company.



INCORPORATED 2ND MAY 1670.



THE BEST FOR
EVERY PURPOSE

HUDSON'S BAY "POINT" BLANKETS

COLOURS

Red, Green, Empire Blue, Gray, Khaki, White and Multi-Stripe

SIZES AND WEIGHTS

3-Point
60x72 inches
8 lbs. 5 oz. per pair

3½-Point
63x81 inches
10 lbs. per pair

4-Point
72x90 inches
12 lbs. per pair

On sale at all Hudson's Bay Company stores: Winnipeg (Man.), Saskatoon, Yorkton (Sask.), Calgary, Edmonton, Lethbridge (Alta.), Vancouver, Victoria, Kamloops, Nelson and Vernon (B.C.), and at the Company's Fur Trade posts throughout Canada.

